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1997 Missouri Product Liability Insurance Report

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Statistics Section



1997 Missouri Product Liability Insurance Report



Missouri Department of Insurance
Statistics Section
January 1999

OTHER PUBLICATIONS AVAILABLE

The Missouri Department of Insurance publishes the following statistical reports. These reports are available by sending a written request along with the payment of \$35 to the Missouri Department of Insurance, P.O. Box 690, Jefferson City, MO 65102-0690.

- **Missouri Department of Insurance Annual Report**
- **Missouri Market Share Report**
- **Missouri Real Estate Malpractice (Closed Claim) Report**
- **Missouri Legal Malpractice (Closed Claim) Report**
- **Missouri Mortgage Guaranty Insurance Report**
- **Missouri Health Maintenance Organization Report**
- **Missouri Complaint Index Report**
- **Missouri Life, Accident & Health Supplement Report**
- **Missouri Property & Casualty Supplement Report**
- **Missouri Medical Malpractice (Closed Claim) Report**
- **Missouri Uninsured Automobile Report**

DATABASES AVAILABLE

Medicare Supplement Experience Data
Missouri Zip Code Insurance Data for Homeowners/Dwelling Fire,
Farmowners (dwelling only), Mobile Home, Earthquake and Private Passenger Automobile

Some data is available to the public for a fee by special request only. For additional information, contact the Statistics Section at 573/751-4126.

EXECUTIVE SUMMARY

Product liability insurance provides protection against claims rising from use, handling or consumption of a product. The following report provides detailed information on specific characteristics of claim handling, claim costs and profitability of this line of insurance.

As illustrated in the following graphs, over an 18-year period, product liability writers experienced elevated loss ratios — losses paid and incurred as a percentage of earned premium — during the early 1980's and then decreased until upturns in 1990, 1995 and 1996. The lowest loss ratio occurred in 1997 at -79.9 percent*.

Claims closed with payment increased 6 percent from 1996 to 1997. Average indemnity paid on claims reached an alltime high of \$88,532 in 1996, which decreased by 74 percent in 1997 to \$23,224. The average allocated loss expense for paid claims in 1997 dropped to \$6,044, compared to the 1996 figure of \$47,919.

The number of companies writing direct business for product liability insurance has fluctuated slightly over the past six years, decreasing from 145 in 1990 to 136 in 1997.

This report has been compiled using closed claim data as reported under Section 374.415, RSMo and the Missouri Supplement to Page 15 of the Annual Statement. As a result, the accuracy of this report is dependent upon the accuracy of each company's annual statement and submission of closed claim data. Future releases of this data may contain revisions.

Any questions concerning this report should be addressed to the Statistics Section, Division of Market Regulation, Missouri Department of Insurance, P.O. Box 690, Jefferson City, MO 65102-0690.

*Negative loss ratios can occur when insurers correct past overreserving.

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MAJOR TRENDS

This section contains graphs depicting trends in product liability for:

Loss Ratio 1980 - 1997

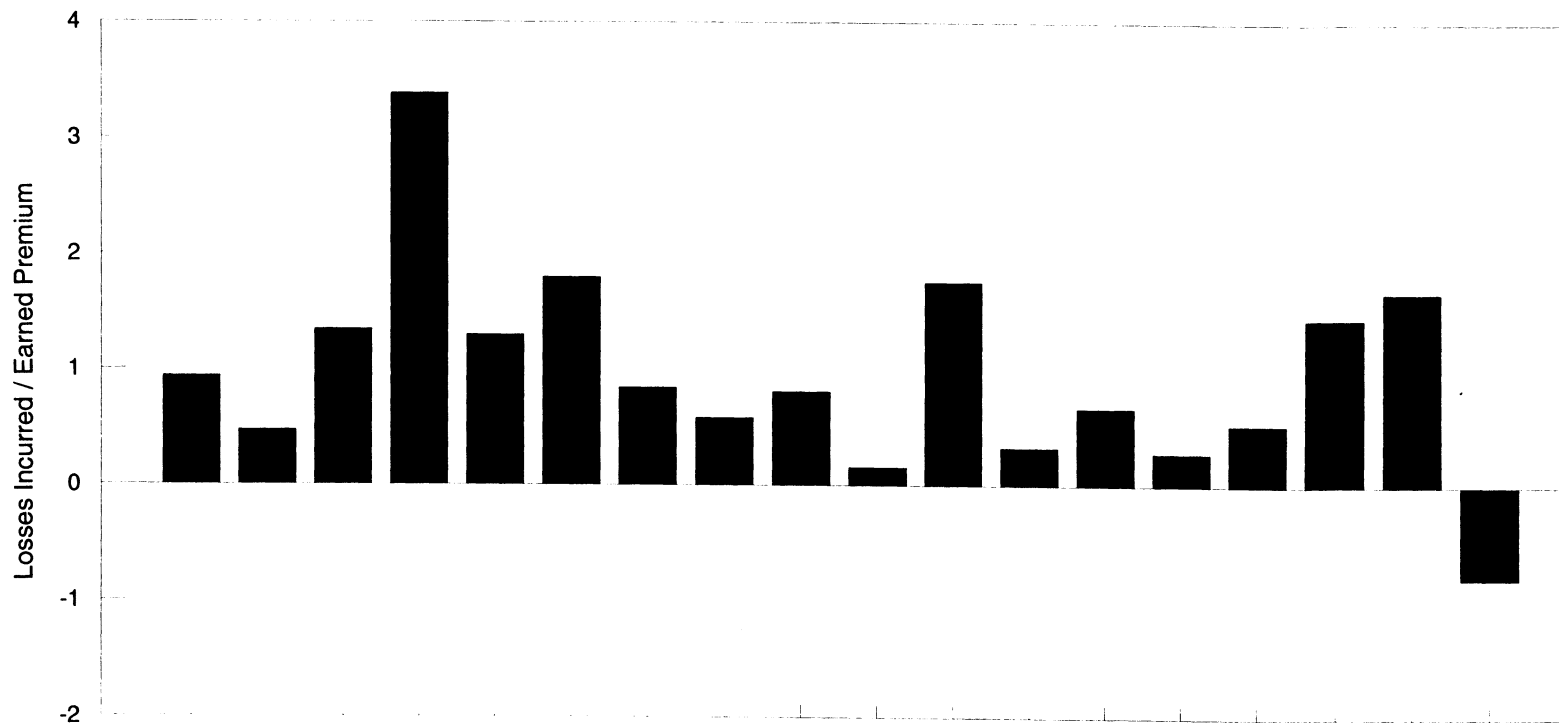
Number of Claims Closed 1980 - 1997

Average Indemnity of Closed Claims 1980 - 1997

Average Loss Expense of Closed Claims 1980 - 1997

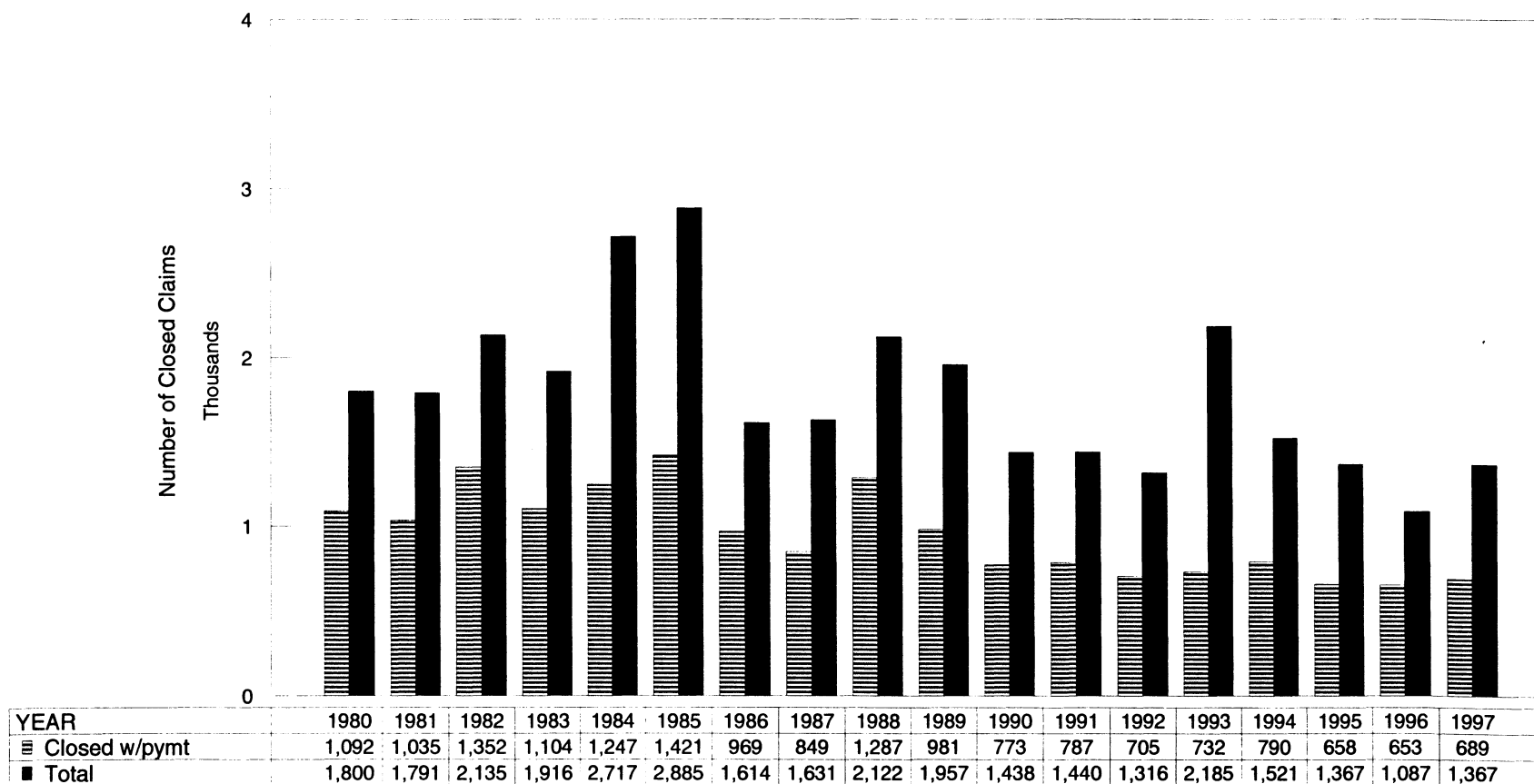
Average Closure Time of Claims 1980 - 1997

LOSS RATIOS 1980 - 1997



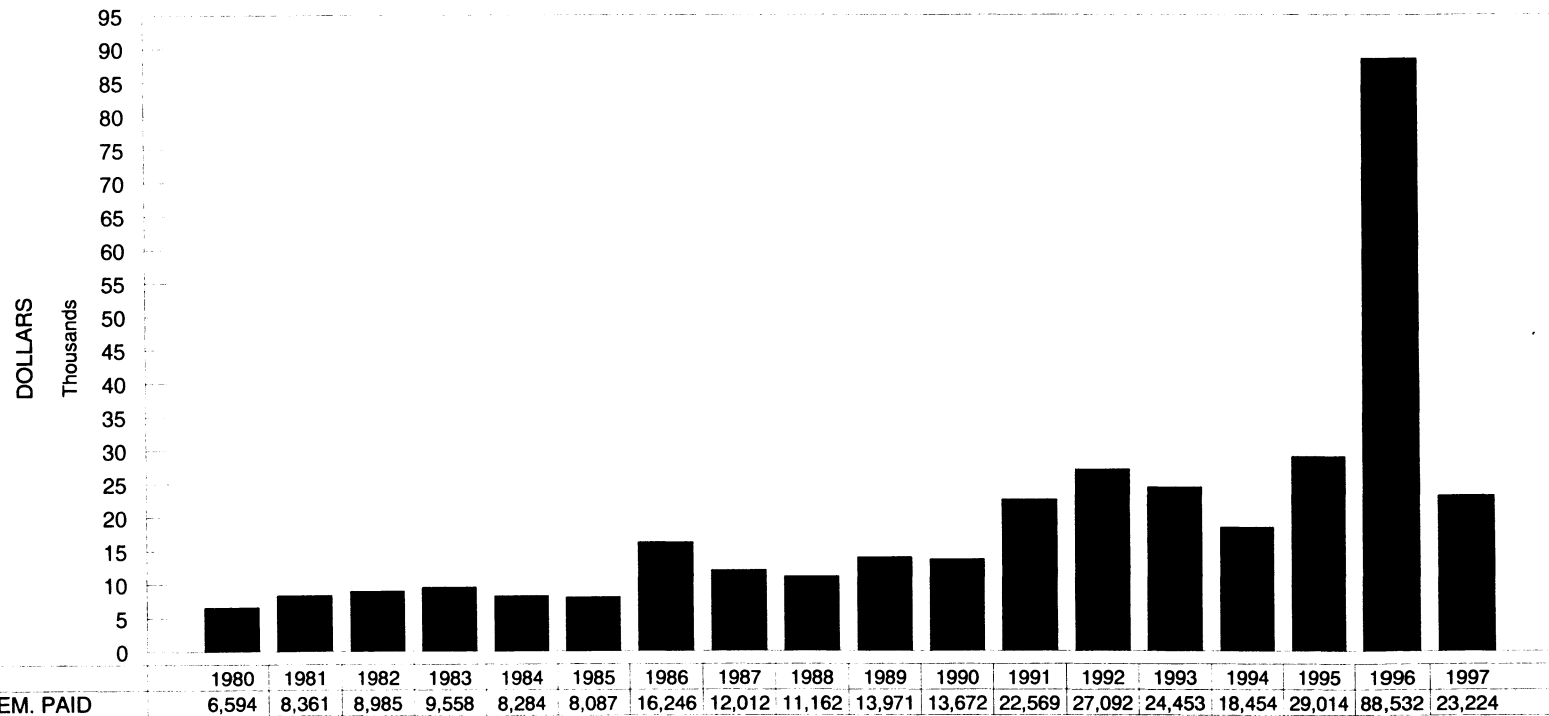
YEAR	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
■ LOSS RATIO	93.8%	47.2%	134.4%	338.6%	129.7%	179.7%	84.2%	58.2%	81.0%	15.7%	175.9%	32.6%	67.1%	28.5%	53.1%	144.6%	167.3%	-79.9%

CLAIMS CLOSED 1980 - 1997



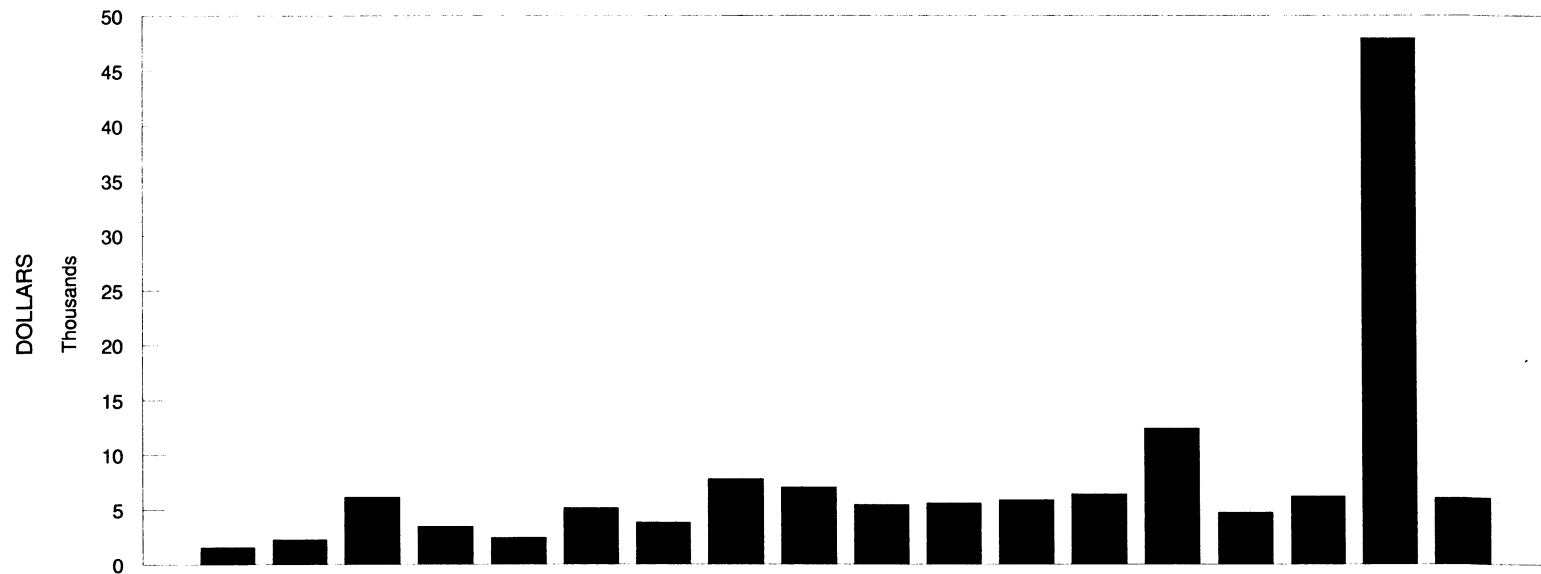
AVERAGE INDEMNITY PAID 1980 - 1997

FOR ALL PAID CLAIMS



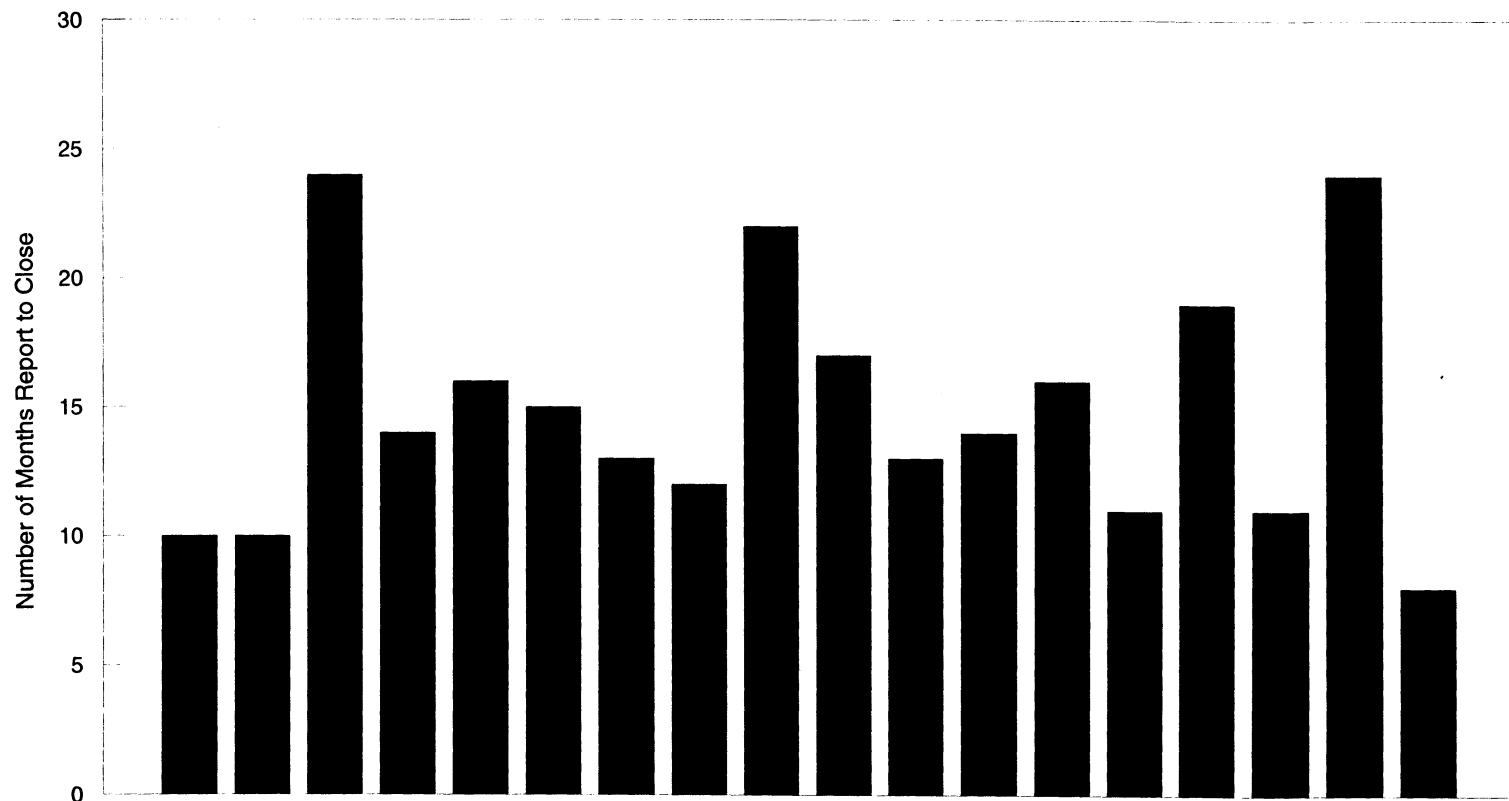
AVERAGE LOSS EXPENSE 1980 - 1997

FOR ALL PAID CLAIMS



YEAR	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
■ AVG. LOSS EXP.	1,542	2,248	6,127	3,467	2,442	5,138	3,818	7,791	7,007	5,416	5,592	5,878	6,391	12,398	4,723	6,211	47,919	6,044

AVERAGE CLOSURE TIME OF CLAIMS 1980 - 1997



YEAR	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
■ Avg. Closure Time	10	10	24	14	16	15	13	12	22	17	13	14	16	11	19	11	24	8

PAID INDEMNITY

In this section, closed claim data are analyzed by the amount of indemnity paid per claim. The following contains annual summary data for 1997 and a ten-year summary.

**PRODUCT LIABILITY
SUMMARY OF PAID INDEMNITY
FOR 1997**

INDEMNITY PAID	% OF ALL CLAIMS	ALL CLOSED CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON ALL CLAIMS	AVG INITIAL RESERVE ON ALL CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
NONE	49.60	678	\$0	\$0	\$1,802	\$5,514	7
1-2,499	35.26	482	\$727	\$350,265	\$121	\$1,858	4
2,500-4,999	5.27	72	\$3,511	\$252,789	\$721	\$5,977	9
5,000-7,499	1.76	24	\$6,062	\$145,499	\$5,036	\$12,262	12
7,500-9,999	0.88	12	\$8,225	\$98,705	\$1,969	\$11,460	7
10,000-24,999	2.93	40	\$16,670	\$666,794	\$4,754	\$19,158	14
25,000-49,999	1.24	17	\$32,717	\$556,190	\$10,549	\$33,647	27
50,000-74,999	0.59	8	\$61,920	\$495,359	\$26,395	\$77,500	34
75,000-99,999	0.37	5	\$80,764	\$403,820	\$8,994	\$54,000	30
100,000-199,999	0.37	5	\$116,192	\$580,958	\$31,441	\$98,841	42
200,000-299,999	0.59	8	\$234,261	\$1,874,085	\$75,762	\$118,253	44
300,000-399,999	0.29	4	\$368,944	\$1,475,776	\$114,343	\$284,040	20
400,000-499,999	0.22	3	\$463,887	\$1,391,660	\$171,231	\$803,782	14
500,000-999,999	0.51	7	\$669,502	\$4,686,515	\$218,906	\$198,367	44
1,000,000 OR GREATER	0.15	2	\$1,511,603	\$3,023,205	\$8,729	\$250,500	17
TOTAL	100.00	1,367	\$11,706	\$16,001,620	\$3,940	\$10,682	7

**PRODUCT LIABILITY
TEN YEAR SUMMARY OF PAID INDEMNITY
FOR YEARS 1988 - 1997**

INDEMNITY PAID	% OF ALL CLAIMS	ALL CLOSED CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON ALL CLAIMS	AVG INITIAL RESERVE ON ALL CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
NONE	49.02	7,745	\$0	\$0	\$4,235	\$5,032	15
1-2,499	35.61	5,627	\$731	\$4,115,372	\$588	\$2,150	12
2,500-4,999	4.54	718	\$3,331	\$2,391,914	\$2,342	\$5,912	15
5,000-7,499	2.05	324	\$5,805	\$1,880,684	\$5,708	\$10,911	20
7,500-9,999	1.09	173	\$8,345	\$1,443,641	\$5,145	\$14,528	17
10,000-24,999	3.10	490	\$15,277	\$7,485,714	\$20,413	\$24,888	27
25,000-49,999	1.41	223	\$32,811	\$7,316,947	\$17,783	\$27,191	31
50,000-74,999	0.78	124	\$58,857	\$7,298,208	\$22,583	\$42,575	31
75,000-99,999	0.49	77	\$81,995	\$6,313,641	\$48,364	\$115,394	33
100,000-199,999	0.66	104	\$134,560	\$13,994,222	\$103,515	\$81,160	32
200,000-299,999	0.32	51	\$234,801	\$11,974,854	\$198,178	\$58,904	34
300,000-399,999	0.16	26	\$343,220	\$8,923,715	\$59,236	\$109,295	33
400,000-499,999	0.16	26	\$437,879	\$11,384,864	\$80,135	\$202,417	31
500,000-999,999	0.36	57	\$675,920	\$38,527,439	\$104,152	\$176,272	35
1,000,000 OR GREATER	0.22	35	\$2,223,783	\$77,832,395	\$613,662	\$1,336,503	34
TOTAL	100.00	15,800	\$12,714	\$200,883,610	\$7,148	\$10,770	15

SEVERITY OF BODILY INJURY

This section presents data dealing with the severity of bodily injury. BI, bodily injury, severity is divided into the following categories: none (no bodily injury), emotional only, temporary, permanent, and death. The following contains annual summary data for 1997 and a ten-year summary.

**PRODUCT LIABILITY
SEVERITY OF BODILY INJURY
FOR 1997**

SEVERITY OF BODILY INJURY	ALL CLOSED CLAIMS	% OF ALL PAID CLAIMS	ALL PAID CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON PAID CLAIMS	AVG INITIAL RESERVE ON PAID CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
NONE	565	0	0	\$0	\$0	\$0	\$0	0
NOT SPECIFIED	32	7.98	32	\$99,730	\$3,191,366	\$37,679	\$138,249	10
EMOTIONAL ONLY	65	5.49	22	\$1,650	\$36,298	\$70	\$1,818	7
TEMPORARY	597	72.07	289	\$3,116	\$900,538	\$1,191	\$3,297	6
PERMANENT	89	13.22	53	\$144,160	\$7,640,492	\$27,424	\$52,989	25
DEATH	19	1.25	5	\$346,076	\$1,730,380	\$118,963	\$64,000	40
TOTAL	1,367	100.00	401	\$33,664	\$13,499,074	\$8,977	\$21,310	9

**PRODUCT LIABILITY
TEN YEAR SUMMARY OF SEVERITY OF BODILY INJURY
FOR YEARS 1988 - 1997**

SEVERITY OF BODILY INJURY	ALL CLOSED CLAIMS	% OF ALL PAID CLAIMS	ALL PAID CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON PAID CLAIMS	AVG INITIAL RESERVE ON PAID CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
NONE	5,912	0.00	0	\$0	\$0	\$0	\$0	0
NOT SPECIFIED	239	4.43	239	\$16,995	\$4,061,899	\$6,271	\$21,802	14
EMOTIONAL ONLY	427	2.89	156	\$2,539	\$396,132	\$921	\$2,130	8
TEMPORARY	5,745	52.19	2,818	\$7,360	\$20,739,779	\$4,001	\$5,200	10
PERMANENT	3,193	38.17	2,061	\$55,106	\$113,573,776	\$20,505	\$34,811	34
DEATH	284	2.33	126	\$173,376	\$21,845,421	\$35,207	\$67,704	32
TOTAL	15,800	100.00	5,400	\$29,744	\$160,617,007	\$11,040	\$18,606	20

SEVERITY OF PROPERTY DAMAGE

This section presents data dealing with the severity of property damage. PD, property damage, severity is subdivided into: none (no PD), minor, intermediate, and major. The following contains annual summary data for 1997 and a ten-year summary.

SEVERITY OF PROPERTY DAMAGE FOR 1997

SEVERITY OF PROPERTY DAMAGE	ALL CLOSED CLAIMS	% OF ALL PAID CLAIMS	ALL PAID CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON PAID CLAIMS	AVG INITIAL RESERVE ON PAID CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
NONE	867	0.00	0	\$0	\$0	\$0	\$0	0
NOT SPECIFIED	5	1.74	5	\$406,183	\$2,030,917	\$973	\$2,200	13
MINOR	240	55.21	159	\$1,579	\$251,058	\$267	\$2,547	4
INTERMEDIATE	226	38.54	111	\$10,319	\$1,145,405	\$2,098	\$15,424	4
MAJOR	29	4.51	13	\$85,280	\$1,108,639	\$22,546	\$15,731	24
TOTAL	1,367	100.00	288	\$15,750	\$4,536,019	\$1,991	\$8,099	5

**PRODUCT LIABILITY
TEN YEAR SUMMARY OF SEVERITY OF PROPERTY DAMAGE
FOR YEARS 1988 - 1997**

SEVERITY OF PROPERTY DAMAGE	ALL CLOSED CLAIMS	% OF ALL PAID CLAIMS	ALL PAID CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON PAID CLAIMS	AVG INITIAL RESERVE ON PAID CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
NONE	11,341	0.00	0	\$0	\$0	\$0	\$0	0
NOT SPECIFIED	68	2.54	68	\$37,148	\$2,526,041	\$4,848	\$6,597	11
MINOR	2,427	56.17	1,503	\$4,923	\$7,398,927	\$1,488	\$4,708	6
INTERMEDIATE	1,462	32.40	867	\$19,999	\$17,339,242	\$11,944	\$20,833	8
MAJOR	502	8.89	238	\$71,269	\$16,962,101	\$34,606	\$27,645	23
TOTAL	15,800	100.00	2,676	\$16,527	\$44,226,311	\$7,906	\$12,021	8

BUSINESS CLASSIFICATION

In this section, losses are classified by the business classification of the insured. Business classifications are categorized by subcontractor, manufacturer, wholesaler, retailer, servicer-repairer, distributor and not specified. The following contains annual summary data for 1997 and a ten-year summary.

PRODUCT LIABILITY
BUSINESS CLASSIFICATION
FOR 1997

BUSINESS CLASSIFICATION	ALL CLOSED CLAIMS	% OF ALL PAID CLAIMS	ALL PAID CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON PAID CLAIMS	AVG INITIAL RESERVE ON PAID CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
NOT SPECIFIED	14	1.02	7	\$16,802	\$117,615	\$7,187	\$20,814	11
SUBCONTRACTOR	6	0.44	3	\$6,196	\$18,587	\$28,131	\$3,667	8
MANUFACTURER	488	41.36	285	\$48,297	\$13,764,597	\$12,333	\$30,046	10
WHOLESALE	12	0.73	5	\$1,470	\$7,348	\$124	\$2,200	1
RETAILER	679	39.77	274	\$3,170	\$868,537	\$392	\$2,404	5
SERVICER-REPAIRER	67	5.22	36	\$4,793	\$172,542	\$4,567	\$9,915	13
DISTRIBUTOR	101	11.47	79	\$13,321	\$1,052,394	\$3,067	\$14,137	4
TOTAL	1,367	100.00	689	\$23,224	\$16,001,620	\$6,044	\$15,767	8

**PRODUCT LIABILITY
TEN YEAR SUMMARY OF BUSINESS CLASSIFICATION
FOR YEARS 1988 - 1997**

BUSINESS CLASSIFICATION	ALL CLOSED CLAIMS	% OF ALL PAID CLAIMS	ALL PAID CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON PAID CLAIMS	AVG INITIAL RESERVE ON PAID CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
NOT SPECIFIED	155	1.01	81	\$7,189	\$582,285	\$3,674	\$6,241	15
SUBCONTRACTOR	291	2.16	174	\$15,964	\$2,777,691	\$5,857	\$9,454	17
MANUFACTURER	9,008	55.44	4,466	\$35,765	\$159,725,001	\$13,709	\$22,402	19
WHOLESALE	369	2.37	191	\$29,876	\$5,706,291	\$8,984	\$10,413	13
RETAILER	4,225	26.42	2,128	\$7,465	\$15,884,773	\$2,865	\$4,649	7
SERVICER-REPAIRER	748	5.70	459	\$15,851	\$7,275,679	\$13,830	\$25,466	8
DISTRIBUTOR	1,002	6.89	555	\$16,086	\$8,927,890	\$6,186	\$9,739	28
TOTAL	15,800	100.00	8,055	\$24,939	\$200,883,610	\$9,948	\$16,287	16

LOCATION OF OCCURRENCE

This section compares product liability claims by location of occurrence. The four specified locations in this table are home, auto, plant, and office. The following contains annual summary data for 1997 and a ten-year summary.

PRODUCT LIABILITY
LOCATION OF OCCURRENCE
FOR 1997

LOCATION OF OCCURRENCE	ALL CLOSED CLAIMS	% OF ALL PAID CLAIMS	ALL PAID CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON PAID CLAIMS	AVG INITIAL RESERVE ON PAID CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
HOME	580	46.15	318	\$5,696	\$1,811,247	\$652	\$5,488	5
AUTO	39	3.63	25	\$63,637	\$1,590,916	\$19,206	\$22,910	18
PLANT	106	6.24	43	\$194,861	\$8,379,020	\$51,711	\$127,584	24
OFFICE	117	11.32	78	\$8,019	\$625,484	\$1,268	\$15,307	5
MISCELLANEOUS	525	32.66	225	\$15,978	\$3,594,953	\$5,131	\$8,290	8
TOTAL	1,367	100.00	689	\$23,224	\$16,001,620	\$6,044	\$15,767	8

**PRODUCT LIABILITY
TEN YEAR SUMMARY OF LOCATION OF OCCURRENCE
FOR YEARS 1988 - 1997**

LOCATION OF OCCURRENCE	ALL CLOSED CLAIMS	% OF ALL PAID CLAIMS	ALL PAID CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON PAID CLAIMS	AVG INITIAL RESERVE ON PAID CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
NOT SPECIFIED	55	0.29	23	\$23,145	\$532,337	\$210,328	\$9,507	9
HOME	5,684	37.98	3,059	\$12,852	\$39,312,767	\$8,891	\$7,825	9
AUTO	593	3.84	309	\$39,936	\$12,340,337	\$7,683	\$14,000	15
PLANT	2,959	14.71	1,185	\$67,869	\$80,424,548	\$20,221	\$50,166	46
OFFICE	1,237	10.35	834	\$8,978	\$7,488,040	\$4,617	\$7,756	6
MISCELLANEOUS	5,272	32.84	2,645	\$22,981	\$60,785,581	\$6,772	\$13,911	14
TOTAL	15,800	100.00	8,055	\$24,939	\$200,883,610	\$9,948	\$16,287	16

PRODUCT TYPE

This section contains a claim data analysis by classification of the product which caused the loss. This data is sorted by category in descending frequency of paid claims. The following contains annual summary data for 1997 and a ten-year summary.

PRODUCT LIABILITY
PRODUCT TYPE
FOR 1997

BUSINESS CLASSIFICATION	ALL CLOSED CLAIMS	% OF ALL PAID CLAIMS	ALL PAID CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON PAID CLAIMS	AVG INITIAL RESERVE ON PAID CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
FOOD PRODUCTS - DRY	139	10.16	70	\$1,955	\$136,839	\$47	\$2,164	4
MEAT, FISH, POULTRY, AND SEAFOOD	102	9.00	62	\$2,138	\$132,560	\$187	\$1,585	4
HEATING AND AIR CONDITIONING	61	7.69	53	\$11,492	\$609,088	\$90	\$18,585	2
AUTO, BUS, TRUCK - PARTS AND SUPPLIES	74	6.24	43	\$1,928	\$82,891	\$242	\$3,262	5
RESTAURANTS - SERVE NO ALCOHOL	67	5.52	38	\$1,903	\$72,319	\$9	\$1,640	5
DELI, CATERERS, AND CAFETERIAS	131	5.37	37	\$1,174	\$43,438	\$15	\$1,151	2
GASOLINE STATIONS	49	4.93	34	\$2,662	\$90,510	\$76	\$1,351	4
FURNITURE AND FIXTURES	50	4.93	34	\$16,016	\$544,532	\$898	\$12,019	9
RESTAURANTS - SERVE ALCOHOL	58	2.76	19	\$1,029	\$19,554	\$52	\$1,907	9
ELECTRICAL EQUIPMENT	14	1.89	13	\$108,944	\$1,416,273	\$16,732	\$47,052	9
BATTERIES	20	1.89	13	\$274	\$3,565	\$0	\$281	2
CANDY OR CONFECTIONARY PRODUCTS	32	1.74	12	\$487	\$5,838	\$46	\$667	3
FOOD PRODUCTS - NOT DRY	16	1.74	12	\$826	\$9,909	\$84	\$1,408	6
CHEMICAL MFG	25	1.74	12	\$4,085	\$49,024	\$1,497	\$3,768	11
MACHINERY PARTS, OR EQUIPMENT-USE,MFG	27	1.60	11	\$70,624	\$776,861	\$20,326	\$32,682	25
FROZEN FOODS	23	1.60	11	\$710	\$7,806	\$0	\$2,393	5
ASBESTOS GOODS MFG	18	1.45	10	\$314,040	\$3,140,404	\$120,011	\$434,051	13
CONCESSIONAIRES	13	1.31	9	\$882	\$7,939	\$12	\$942	3
ADHESIVE AND ABRASIVE GOODS	10	1.31	9	\$11,868	\$106,810	\$512	\$13,998	4
PLUMBING	14	1.16	8	\$2,286	\$18,285	\$35	\$15,003	6
GROCERY STORES AND MARKETS	27	1.16	8	\$936	\$7,490	\$9	\$1,200	4
WHEEL AND TIRE MFG	11	1.16	8	\$1,935	\$15,480	\$0	\$2,216	3
LIGHTS, LANTERNS, AND LAMPS	12	1.02	7	\$707	\$4,950	\$0	\$1,557	3
PLASTIC, RUBBER GOODS - MFG	8	0.87	6	\$85,798	\$514,790	\$26,190	\$177,808	14
MANUFACTURERS - NOC	9	0.73	5	\$110,167	\$550,837	\$23,104	\$27,600	48
FURS, FABRICS AND OTHER CLOTHING	8	0.73	5	\$3,842	\$19,212	\$0	\$4,100	4
WATER SOFTENING EQUIPMENT	9	0.73	5	\$1,219	\$6,097	\$103	\$3,000	2
ROOFING	9	0.73	5	\$1,375	\$6,875	\$67	\$2,620	4
BAKERIES AND BAKERY GOODS	12	0.73	5	\$199	\$996	\$72	\$832	5
DISCOUNT STORES	7	0.73	5	\$716	\$3,581	\$0	\$770	4
STORES AND DISTR - NO FOOD OR DRINK	9	0.73	5	\$1,716	\$8,581	\$1,256	\$4,787	7
BOAT OR SHIP BUILDING	4	0.58	4	\$19,125	\$76,500	\$4,305	\$18,750	8
FARM MACHINERY	61	0.58	4	\$1,850	\$7,398	\$1,592	\$4,150	6
CONCRETE AND ASPHALT CONSTRUCTION	6	0.58	4	\$186,187	\$744,748	\$52,524	\$7,975	35
PREFABRICATED BUILDING MFG	8	0.58	4	\$22,003	\$88,010	\$28,077	\$78,975	57
LUMBER AND WOOD MFG	6	0.58	4	\$3,716	\$14,864	\$2,228	\$5,750	17
RENTAL STORES	5	0.58	4	\$2,000	\$8,000	\$234	\$4,000	4
AUTO REPAIR SHOPS	9	0.44	3	\$2,339	\$7,018	\$0	\$1,333	6
OIL, FUEL, GAS - CO AND DISTRIBUTORS	5	0.44	3	\$4,474	\$13,423	\$65	\$4,000	2
VALVES, PUMPS, COMPRESSORS MFG	3	0.44	3	\$114,656	\$343,967	\$8,729	\$20,000	38
FRUIT OR VEGETABLES	10	0.44	3	\$350	\$1,050	\$0	\$650	2
ANIMAL FEED	3	0.44	3	\$2,023	\$6,068	\$0	\$4,000	0
METAL EXTRACTION AND PROCESSING	3	0.44	3	\$19,991	\$59,973	\$434	\$4,917	4
METAL GOODS	10	0.44	3	\$20,917	\$62,750	\$14,245	\$102,767	19
AUTO, BUS, TRUCK - MFG AND ASSEMBLING	3	0.44	3	\$1,332	\$3,997	\$1,453	\$6,667	6
EXERCISE, SPORTING GOODS AND EQUIP	12	0.44	3	\$26,200	\$78,600	\$97	\$5,834	8
PRODUCTS - COMPLETED OPERATIONS - NOC	2	0.29	2	\$526	\$1,052	\$283	\$1,876	3
CONTRACTORS - NOC	9	0.29	2	\$25,000	\$50,000	\$70,714	\$8,750	54
BOATS - USE	7	0.29	2	\$1,215	\$2,430	\$0	\$12,500	10
SHOES, BOOTS, OR SLIPPERS	3	0.29	2	\$450,763	\$901,526	\$200,700	\$14,500	16
ELECTRIC CABLES, CONDUIT, AND WIRING	2	0.29	2	\$178,500	\$357,000	\$8,313	\$77,500	52
ELEVATOR, ESCALATOR, MOVING SIDEWALK	6	0.29	2	\$12,750	\$25,500	\$1,021	\$5,000	43
WAX, PAINT, OR VARNISH	8	0.29	2	\$5,335	\$10,669	\$8,115	\$1,751	33
TOBACCO PRODUCTS	2	0.29	2	\$536	\$1,071	\$0	\$2,500	1
REFRIGERATION	2	0.29	2	\$972	\$1,943	\$115	\$2,500	4
APPLIANCES AND ACCESSORIES	4	0.29	2	\$5,092	\$10,184	\$0	\$3,275	13
CARPENTRY AND FLOOR COVERINGS	2	0.29	2	\$2,425	\$4,850	\$25	\$2,750	5
METAL ERECTION	3	0.29	2	\$12,000	\$24,000	\$2,535	\$4,250	11
BEVERAGE BOTTLER - NON-ALCOHOLIC	4	0.29	2	\$486	\$972	\$6	\$750	31
DOOR AND WINDOWS MFG	4	0.29	2	\$14,500	\$29,000	\$11,809	\$32,500	23

PRODUCT LIABILITY
PRODUCT TYPE
FOR 1997

BUSINESS CLASSIFICATION	ALL CLOSED CLAIMS	% OF ALL PAID CLAIMS	ALL PAID CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON PAID CLAIMS	AVG INITIAL RESERVE ON PAID CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
LADDERS, HOISTS, AND SCAFFOLDS	3	0.29	2	\$38,456	\$76,911	\$2,266	\$15,001	10
HARDWARE, HOME IMPROVEMENT STORES	2	0.29	2	\$2,958	\$5,915	\$0	\$3,250	1
SOAP AND DETERGENTS	4	0.29	2	\$346	\$692	\$0	\$79	1
TOOL MFG	5	0.29	2	\$337,809	\$675,617	\$212,057	\$5,250	31
PRINTING	3	0.29	2	\$23,072	\$46,143	\$0	\$24,250	1
HAZARDOUS MATERIAL CONTRACTORS	1	0.15	1	\$100,000	\$100,000	\$100,286	\$40,000	72
CONTRACTOR EQUIPMENT	4	0.15	1	\$2,000	\$2,000	\$5,844	\$5,000	14
LAUNDRY SERVICES	1	0.15	1	\$703	\$703	\$0	\$0	1
GARDENING EQUIPMENT AND LANDSCAPING	3	0.15	1	\$15,000	\$15,000	\$7,512	\$15,000	43
MEDICAL EQUIPMENT AND INSTRUMENTS	2	0.15	1	\$950,000	\$950,000	\$172,679	\$25,000	46
BOILER, STEAM PIPES	1	0.15	1	\$25,587	\$25,587	\$0	\$5,000	23
BUILDING MATERIALS	1	0.15	1	\$1,500	\$1,500	\$3,454	\$10,000	14
BUILDING STRUCTURES	3	0.15	1	\$225,000	\$225,000	\$176,052	\$150,000	109
DAIRY PRODUCTS	2	0.15	1	\$16	\$16	\$0	\$500	3
ALCOHOL, LIQUOR - MFG, DISTR, STORES	6	0.15	1	\$500	\$500	\$0	\$1,000	1
WATER BOTTLING	1	0.15	1	\$1,800	\$1,800	\$272	\$1,500	11
TENTS AND CANOPIES	1	0.15	1	\$50	\$50	\$0	\$50	1
NET, ROPE, AND FIBER MFG	2	0.15	1	\$249,073	\$249,073	\$154,014	\$150,000	75
DRUG AND PHARMACEUTICALS	7	0.15	1	\$230	\$230	\$0	\$230	19
WIRE GOODS	2	0.15	1	\$6,000	\$6,000	\$802	\$10,000	6
ENGINE OR TURBINE MFG	1	0.15	1	\$4,630	\$4,630	\$3,712	\$3,500	14
COMMUNICATION, RECORDING SYSTEMS	1	0.15	1	\$2,058	\$2,058	\$0	\$2,110	2
TOYS AND GAMES	1	0.15	1	\$6,500	\$6,500	\$1,060	\$0	7
SWIMMING POOLS	1	0.15	1	\$200,000	\$200,000	\$28,410	\$100,000	91
PIPE MFG	1	0.15	1	\$2,924	\$2,924	\$867	\$3,000	4
LABORATORIES	1	0.15	1	\$2,023,205	\$2,023,205	\$4,864	\$1,000	25
MATCH AND CHARCOAL MFG	2	0.15	1	\$100	\$100	\$0	\$1,000	2
BOTTLE AND JAR MFG	1	0.15	1	\$11,500	\$11,500	\$0	\$8,000	5
FIBERGLASS MFG	1	0.15	1	\$15,819	\$15,819	\$0	\$2,000	1
SEED MERCHANT	1	0.15	1	\$250	\$250	\$928	\$1,000	3
JANITORIAL SERVICES	1	0.15	1	\$2,000	\$2,000	\$0	\$2,500	28
ANIMAL BOARDING	1	0.00	0	\$0	\$0	\$0	\$0	0
ALARMS AND DETECTION DEVICES	2	0.00	0	\$0	\$0	\$0	\$0	0
PUBLIC WORKS-HIGHWAYS, BRIDGES, DAMS	1	0.00	0	\$0	\$0	\$0	\$0	0
GLASS DEALERS AND GLAZIERS	1	0.00	0	\$0	\$0	\$0	\$0	0
GAS, STEAM, WATER, AND SEWER MAINS	1	0.00	0	\$0	\$0	\$0	\$0	0
MASONRY, PLASTERING, MARBLE, OR TILE	1	0.00	0	\$0	\$0	\$0	\$0	0
WATER AND FIRE PROOFING	1	0.00	0	\$0	\$0	\$0	\$0	0
TEXTILE MFG	1	0.00	0	\$0	\$0	\$0	\$0	0
TANK BUILDING	2	0.00	0	\$0	\$0	\$0	\$0	0
VENDING MACHINES MFG	2	0.00	0	\$0	\$0	\$0	\$0	0
RECREATIONAL VEHICLE MFG	3	0.00	0	\$0	\$0	\$0	\$0	0
MOBILE HOME MFG	3	0.00	0	\$0	\$0	\$0	\$0	0
OPTICAL AND HEARING GOODS	1	0.00	0	\$0	\$0	\$0	\$0	0
COSMETICS	1	0.00	0	\$0	\$0	\$0	\$0	0
ANIMAL DEALERS	1	0.00	0	\$0	\$0	\$0	\$0	0
CLUBS	5	0.00	0	\$0	\$0	\$0	\$0	0
THEATERS	2	0.00	0	\$0	\$0	\$0	\$0	0
BUILDINGS/PREMISES BANK OR OFFICE	1	0.00	0	\$0	\$0	\$0	\$0	0
WEIGHERS, SAMPLERS OR INSPECTORS	1	0.00	0	\$0	\$0	\$0	\$0	0
TOTAL	1,367	100.00	689	\$23,224	\$16,001,620	\$6,044	\$15,767	8

PRODUCT LIABILITY
TEN YEAR SUMMARY OF PRODUCT TYPE
FOR YEARS 1988 - 1997

BUSINESS CLASSIFICATION	ALL CLOSED CLAIMS	% OF ALL PAID CLAIMS	ALL PAID CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON PAID CLAIMS	AVG INITIAL RESERVE ON PAID CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
ASBESTOS GOODS MFG	1,581	8.64	696	\$63,101	\$43,918,046	\$17,457	\$66,005	57
DRUG AND PHARMACEUTICALS	888	5.45	439	\$4,795	\$2,104,870	\$2,342	\$5,424	19
FOOD PRODUCTS - DRY	703	4.88	393	\$3,598	\$1,413,919	\$90	\$2,760	4
FURNITURE AND FIXTURES	516	3.94	317	\$25,074	\$7,948,566	\$12,851	\$11,699	14
RESTAURANTS - SERVE ALCOHOL	616	3.45	278	\$1,837	\$510,598	\$191	\$3,226	9
MEAT, FISH, POULTRY, AND SEAFOOD	540	3.43	276	\$1,913	\$528,037	\$224	\$1,995	5
RESTAURANTS - SERVE NO ALCOHOL	486	3.22	259	\$3,814	\$987,892	\$323	\$3,242	4
AUTO, BUS, TRUCK - PARTS AND SUPPLIES	546	3.04	245	\$14,101	\$3,454,789	\$43,207	\$9,413	10
FOOD PRODUCTS - NOT DRY	767	2.98	240	\$7,940	\$1,905,507	\$136	\$3,297	5
GASOLINE STATIONS	312	2.92	235	\$2,937	\$690,185	\$60	\$1,728	3
OIL, FUEL, GAS - CO AND DISTRIBUTORS	293	2.91	234	\$46,836	\$10,959,644	\$5,940	\$10,534	7
CHEMICAL MFG	751	2.52	203	\$17,278	\$3,507,450	\$7,964	\$9,699	14
MACHINERY PARTS, OR EQUIPMENT-USE,MFG	386	2.38	192	\$63,573	\$12,205,924	\$15,262	\$33,822	30
DELI, CATERERS, AND CAFETERIAS	426	2.21	178	\$5,264	\$936,985	\$1,081	\$2,177	4
HEATING AND AIR CONDITIONING	269	1.99	160	\$56,794	\$9,086,965	\$31,424	\$27,335	13
ELECTRICAL EQUIPMENT	227	1.49	120	\$36,977	\$4,437,209	\$9,292	\$20,530	20
SHOES, BOOTS, OR SLIPPERS	213	1.48	119	\$10,649	\$1,267,237	\$4,103	\$4,695	10
CANDY OR CONFECTIONARY PRODUCTS	202	1.48	119	\$1,422	\$169,166	\$91	\$1,966	5
APPLIANCES AND ACCESSORIES	177	1.46	118	\$17,575	\$2,073,891	\$7,238	\$12,534	13
TANK BUILDING	128	1.42	114	\$16,186	\$1,845,256	\$4,450	\$4,775	3
FRUIT OR VEGETABLES	239	1.40	113	\$1,606	\$181,519	\$344	\$1,252	5
BATTERIES	136	1.35	109	\$3,098	\$337,662	\$377	\$6,637	5
AUTO REPAIR SHOPS	138	1.30	105	\$3,405	\$357,491	\$1,933	\$4,620	6
BAKERIES AND BAKERY GOODS	181	1.24	100	\$6,247	\$624,691	\$2,145	\$2,737	9
GROCERY STORES AND MARKETS	257	1.14	92	\$813	\$74,840	\$265	\$1,609	5
MEDICAL EQUIPMENT AND INSTRUMENTS	127	1.13	91	\$36,582	\$3,329,006	\$13,776	\$8,815	19
PLUMBING	142	1.06	85	\$5,762	\$489,762	\$1,377	\$10,755	6
ROOFING	133	1.02	82	\$46,213	\$3,789,436	\$15,762	\$20,295	21
FROZEN FOODS	188	0.99	80	\$1,475	\$118,009	\$227	\$1,960	5
MANUFACTURERS - NOC	115	0.98	79	\$54,058	\$4,270,584	\$13,235	\$22,161	25
CONCRETE AND ASPHALT CONSTRUCTION	177	0.98	79	\$22,950	\$1,813,066	\$12,084	\$11,712	22
BEVERAGE BOTTLER - NON-ALCOHOLIC	137	0.94	76	\$1,129	\$85,811	\$415	\$2,826	9
CARPENTRY AND FLOOR COVERINGS	129	0.91	73	\$3,767	\$274,995	\$1,024	\$5,295	9
TOOL MFG	131	0.86	69	\$40,801	\$2,815,269	\$13,417	\$10,636	15
ANIMAL FEED	105	0.83	67	\$18,879	\$1,264,860	\$3,570	\$5,699	9
PLASTIC, RUBBER GOODS - MFG	122	0.83	67	\$59,293	\$3,972,606	\$30,871	\$51,682	12
WHEEL AND TIRE MFG	92	0.82	66	\$27,456	\$1,812,081	\$3,892	\$11,897	13
FARM MACHINERY	167	0.79	64	\$70,478	\$4,510,599	\$13,734	\$22,687	19
FURS, FABRICS AND OTHER CLOTHING	103	0.78	63	\$44,812	\$2,823,162	\$8,958	\$21,522	19
WAX, PAINT, OR VARNISH	144	0.77	62	\$14,324	\$888,075	\$9,108	\$7,607	18
DAIRY PRODUCTS	123	0.74	60	\$1,042	\$62,549	\$98	\$1,497	4
METAL GOODS	93	0.66	53	\$54,245	\$2,874,989	\$9,148	\$59,925	21
UNKNOWN BUSINESS CLASSIFICATION	82	0.61	49	\$8,466	\$414,817	\$15,972	\$3,377	42
CONCESSIONAIRES	95	0.60	48	\$1,342	\$64,414	\$72	\$1,683	4
VALVES, PUMPS, COMPRESSORS MFG	69	0.57	46	\$42,986	\$1,977,373	\$12,194	\$27,535	20
ALCOHOL, LIQUOR - MFG, DISTR, STORES	81	0.57	46	\$986	\$45,366	\$293	\$1,958	8
CONTRACTORS - NOC	83	0.47	38	\$25,580	\$972,055	\$26,998	\$252,160	19
EXERCISE, SPORTING GOODS AND EQUIP	56	0.42	34	\$39,373	\$1,338,674	\$9,713	\$12,164	21
BOTTLE AND JAR MFG	57	0.42	34	\$10,074	\$342,525	\$3,502	\$8,863	10
LUMBER AND WOOD MFG	59	0.41	33	\$66,359	\$2,189,844	\$153,018	\$15,274	23
DOOR AND WINDOWS MFG	69	0.41	33	\$45,739	\$1,509,375	\$217,291	\$13,293	21
LIGHTS, LANTERNS, AND LAMPS	64	0.41	33	\$10,807	\$356,625	\$2,107	\$3,328	8
REFRIGERATION	46	0.40	32	\$40,704	\$1,302,525	\$6,244	\$11,195	18
RECREATIONAL VEHICLE MFG	53	0.40	32	\$64,100	\$2,051,186	\$22,463	\$45,940	26
ALARMS AND DETECTION DEVICES	54	0.38	31	\$90,836	\$2,815,916	\$26,307	\$26,717	15
ELEVATOR, ESCALATOR, MOVING SIDEWALK	85	0.36	29	\$68,383	\$1,983,096	\$15,793	\$8,164	33
CANS, DRUMS, AND METAL CONTAINERS	36	0.35	28	\$1,867	\$52,271	\$250	\$7,854	28
FERTILIZERS	38	0.32	26	\$6,161	\$160,173	\$1,428	\$7,958	8
GLASS DEALERS AND GLAZIERS	37	0.30	24	\$9,774	\$234,565	\$1,878	\$3,910	8
WATER SOFTENING EQUIPMENT	33	0.30	24	\$2,210	\$53,043	\$674	\$5,208	4
WIRE GOODS	48	0.30	24	\$96,104	\$2,306,505	\$17,794	\$62,234	28
COSMETICS	38	0.30	24	\$4,741	\$113,794	\$5,479	\$3,923	10

PRODUCT LIABILITY
TEN YEAR SUMMARY OF PRODUCT TYPE
FOR YEARS 1988 - 1997

BUSINESS CLASSIFICATION	ALL CLOSED CLAIMS	% OF ALL PAID CLAIMS	ALL PAID CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON PAID CLAIMS	AVG INITIAL RESERVE ON PAID CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
INSULATION - OTHER THAN ASBESTOS	35	0.29	23	\$118,716	\$2,730,458	\$31,248	\$11,387	9
ELECTRIC CABLES, CONDUIT, AND WIRING	45	0.29	23	\$19,848	\$456,509	\$894	\$9,283	12
LADDERS, HOISTS, AND SCAFFOLDS	37	0.29	23	\$119,005	\$2,737,105	\$27,695	\$31,216	17
STORES AND DISTR - NO FOOD OR DRINK	64	0.29	23	\$19,944	\$458,702	\$4,965	\$7,138	13
TOYS AND GAMES	35	0.27	22	\$8,161	\$179,550	\$2,534	\$7,977	25
GAS, STEAM, WATER, AND SEWER MAINS	35	0.26	21	\$153,695	\$3,227,593	\$7,353	\$6,321	20
HARDWARE, HOME IMPROVEMENT STORES	49	0.26	21	\$6,888	\$144,657	\$2,779	\$22,789	20
ADHESIVE AND ABRASIVE GOODS	30	0.24	19	\$12,887	\$244,859	\$3,539	\$14,117	22
BOATS - USE	30	0.22	18	\$18,070	\$325,261	\$1,251	\$6,528	8
LAUNDRY SERVICES	32	0.21	17	\$2,609	\$44,358	\$132	\$3,522	5
CONTRACTOR EQUIPMENT	33	0.20	16	\$67,520	\$1,080,321	\$12,340	\$27,819	21
METAL ERECTION	31	0.20	16	\$75,727	\$1,211,635	\$29,790	\$69,816	16
DISCOUNT STORES	25	0.20	16	\$956	\$15,301	\$920	\$3,118	7
SWIMMING POOLS	20	0.19	15	\$45,195	\$677,928	\$13,904	\$17,787	32
CARPET AND FURNITURE CLEANING	18	0.17	14	\$2,890	\$40,453	\$4,663	\$12,793	7
OPTICAL AND HEARING GOODS	18	0.16	13	\$1,187	\$15,433	\$1,037	\$2,617	12
BOAT OR SHIP BUILDING	14	0.15	12	\$24,749	\$296,986	\$15,606	\$24,617	16
PIPE MFG	28	0.15	12	\$9,581	\$114,977	\$5,810	\$3,700	19
MASONRY, PLASTERING, MARBLE, OR TILE	20	0.14	11	\$24,769	\$272,458	\$7,361	\$10,869	14
BUILDING MATERIALS	60	0.14	11	\$57,072	\$627,790	\$10,206	\$11,973	25
ANIMAL DEALERS	18	0.14	11	\$47,277	\$520,043	\$20,238	\$4,795	22
GARDENING EQUIPMENT AND LANDSCAPING	21	0.12	10	\$9,852	\$98,521	\$8,138	\$17,240	19
DRILLING	11	0.12	10	\$48,982	\$489,822	\$12,707	\$41,410	22
TEXTILE MFG	14	0.12	10	\$6,097	\$60,969	\$963	\$3,478	5
VENDING MACHINES MFG	31	0.12	10	\$14,857	\$148,571	\$4,762	\$13,840	12
OFFICE MACHINES, COMPUTERS - OTHER	11	0.11	9	\$59,330	\$533,966	\$134,150	\$41,333	21
PUBLIC WORKS-HIGHWAYS, BRIDGES, DAMS	24	0.11	9	\$8,307	\$74,764	\$13,758	\$27,000	28
WATER AND FIRE PROOFING	11	0.11	9	\$14,677	\$132,092	\$2,786	\$3,833	27
AUTO, BUS, TRUCK - MFG AND ASSEMBLING	22	0.11	9	\$62,011	\$558,097	\$16,752	\$23,222	24
BICYCLES	18	0.11	9	\$3,062	\$27,554	\$1,264	\$2,211	31
PRODUCTS - COMPLETED OPERATIONS - NOC	15	0.10	8	\$18,752	\$150,017	\$20,044	\$14,769	10
HAZARDOUS MATERIAL CONTRACTORS	8	0.10	8	\$100,000	\$900,000	\$12,536	\$92,500	13
PREFABRICATED BUILDING MFG	15	0.10	8	\$68,689	\$549,515	\$26,478	\$45,300	54
WATER BOTTLING	13	0.10	8	\$5,069	\$40,549	\$4,033	\$4,688	11
METAL EXTRACTION AND PROCESSING	13	0.10	8	\$20,309	\$162,473	\$19,652	\$11,406	9
COMMUNICATION, RECORDING SYSTEMS	13	0.10	8	\$44,540	\$356,321	\$300	\$29,014	11
PAPER PRODUCTS	14	0.09	7	\$5,623	\$39,360	\$1,458	\$5,750	8
EXPLOSIVES OR FIREWORKS MFG	7	0.09	7	\$2,287	\$16,007	\$1,067	\$1,786	11
INK AND DYES	12	0.09	7	\$31,483	\$220,379	\$17,413	\$10,671	15
AEROSOL CONTAINERS	14	0.09	7	\$6,539	\$45,771	\$1,540	\$4,929	15
BOLTS, NUTS, NAILS, TACKS, SCREWS	20	0.09	7	\$175,772	\$1,230,407	\$20,396	\$8,107	20
MOBILE HOME MFG	16	0.09	7	\$46,564	\$325,950	\$30,155	\$15,014	45
FIREARMS, AMMUNITION - MFG AND REPAIR	8	0.07	6	\$4,286	\$25,717	\$4,946	\$14,583	21
TV OR RADIO	10	0.07	6	\$1,077	\$6,463	\$0	\$1,581	4
SOAP AND DETERGENTS	17	0.07	6	\$709	\$4,256	\$433	\$1,999	2
CUTLERY, RAZORS, AND FLATWARE	10	0.07	6	\$1,140	\$6,838	\$3	\$1,208	4
ENGINE OR TURBINE MFG	10	0.07	6	\$326,158	\$1,956,947	\$37,635	\$6,792	31
SIGN MFG AND INSTALLATION	12	0.07	6	\$137,540	\$825,242	\$10,692	\$20,578	21
HOBBY, WALLPAPERS, ART STORES	12	0.07	6	\$3,787	\$22,722	\$77	\$5,204	6
PRINTING	8	0.07	6	\$184,118	\$1,104,706	\$0	\$45,417	3
ANIMAL BOARDING	10	0.06	5	\$3,168	\$15,840	\$1,748	\$5,650	7
AMUSEMENT DEVICES	7	0.06	5	\$8,040	\$40,202	\$1,058	\$12,900	10
TOBACCO PRODUCTS	7	0.06	5	\$1,237	\$6,183	\$26	\$2,520	2
WALL AND CEILING INSTALLATION	6	0.06	5	\$9,426	\$47,129	\$7,803	\$2,680	7
BOXES AND COMPOSITION GOODS	9	0.06	5	\$2,426	\$12,128	\$10,847	\$1,610	15
MATCH AND CHARCOAL MFG	16	0.06	5	\$20,360	\$101,800	\$9,471	\$19,520	19
GRAIN ELEVATOR OPERATIONS	8	0.06	5	\$138,307	\$691,533	\$38,980	\$81,000	58
THEATERS	12	0.06	5	\$614	\$3,072	\$0	\$1,010	5
RAILROAD AND TRAIN MFG	4	0.05	4	\$15,417	\$61,666	\$10,118	\$12,750	28
BOILER, STEAM PIPES	6	0.05	4	\$11,358	\$45,433	\$2,625	\$17,500	25
TENTS AND CANOPIES	5	0.05	4	\$373,850	\$1,495,398	\$4,218	\$3,263	33
AIRCRAFT OR AIRCRAFT PARTS MFG	13	0.05	4	\$186,258	\$745,031	\$77,551	\$127,500	34

PRODUCT LIABILITY
TEN YEAR SUMMARY OF PRODUCT TYPE
FOR YEARS 1988 - 1997

BUSINESS CLASSIFICATION	ALL CLOSED CLAIMS	% OF ALL PAID CLAIMS	ALL PAID CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON PAID CLAIMS	AVG INITIAL RESERVE ON PAID CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
PUTTY PRODUCTS	6	0.05	4	\$131,959	\$527,837	\$75	\$1,430	8
CLAY PRODUCTS	5	0.05	4	\$510	\$2,040	\$0	\$775	2
DISCONTINUED OPERATIONS	7	0.05	4	\$5,147	\$20,586	\$664	\$3,625	23
AUTO RENTAL OR LEASING	12	0.05	4	\$8,061	\$32,242	\$1,175	\$7,500	3
RENTAL STORES	5	0.05	4	\$2,000	\$8,000	\$234	\$4,000	4
FENCES	7	0.04	3	\$128,125	\$384,375	\$4,209	\$3,500	40
BUILDING STRUCTURES	28	0.04	3	\$225,000	\$675,000	\$81,524	\$54,000	95
NET, ROPE, AND FIBER MFG	11	0.04	3	\$88,363	\$265,089	\$175,226	\$305,000	30
ALCOHOL, AMMONIA, TURPENTINE, EXTRACT	7	0.04	3	\$18,076	\$54,229	\$18,953	\$11,500	11
FIRE EXTINGUISHERS	4	0.02	2	\$425	\$850	\$37	\$125,000	1
MINING AND DREDGING	8	0.02	2	\$12,952	\$25,904	\$14,641	\$25,550	30
SEPTIC TANKS	3	0.02	2	\$10,578	\$21,155	\$9,281	\$38,750	40
ICE DEALERS AND DISTRIBUTORS	4	0.02	2	\$19,250	\$38,500	\$0	\$22,500	8
CROP SPRAYING AND PESTICIDES	4	0.02	2	\$2,268	\$4,535	\$587	\$2,125	8
INSTRUMENT MFG	6	0.02	2	\$48,572	\$97,143	\$4,598	\$90,000	9
CLOCK MFG	3	0.02	2	\$1,946	\$3,892	\$2,189	\$7,500	28
JEWELRY AND WATCHES	4	0.02	2	\$245	\$489	\$0	\$625	1
PENCIL, PEN, CRAYON OR CHALK MFG	7	0.02	2	\$35	\$69	\$0	\$70	0
MOTION PICTURES	4	0.02	2	\$4,851	\$9,701	\$0	\$5,129	3
PIPELINES	8	0.02	2	\$303,875	\$607,750	\$22,586	\$1,200	9
LEATHER GOODS	4	0.02	2	\$475	\$950	\$410	\$0	6
SEED MERCHANT	6	0.02	2	\$3,000	\$6,000	\$871	\$3,000	3
CLUBS	12	0.02	2	\$3,077	\$6,154	\$27	\$1,900	1
SAND OR GRAVEL DIGGING, QUARRIES	4	0.02	2	\$13,672	\$27,344	\$198	\$32,500	47
JANITORIAL SERVICES	4	0.02	2	\$1,160	\$2,319	\$0	\$1,650	15
UMBRELLAS, CANES, BEACH CHAIRS	1	0.01	1	\$1,800	\$1,800	\$4,589	\$6,000	13
FURNITURE OR WOODWORK STRIPPING	2	0.01	1	\$510	\$510	\$0	\$1,900	1
PHOTOGRAPHIC EQUIPMENT AND SUPPLIES	3	0.01	1	\$2,500	\$2,500	\$0	\$2,000	5
ENGINEERS, ARCHITECTS, DRAFTSMEN	1	0.01	1	\$86,500	\$86,500	\$22,393	\$0	38
JUNK AND SCRAP DEALERS	4	0.01	1	\$59,234	\$59,234	\$3,165	\$18,000	14
BLOOD BANKS	3	0.01	1	\$5,000	\$5,000	\$100,795	\$15,000	45
COFFINS, CASKETS, AND MAUSELEUMS	2	0.01	1	\$7,500	\$7,500	\$1,640	\$1,000	22
HONEY, MOLASSES, AND SYRUPS	1	0.01	1	\$2,750	\$2,750	\$4,000	\$10,000	45
BABy FOOD	6	0.01	1	\$1,100	\$1,100	\$0	\$3,000	6
VAULTS AND LOCKS	1	0.01	1	\$100,000	\$100,000	\$0	\$500	18
BEARING MFG	2	0.01	1	\$9,961	\$9,961	\$0	\$9,000	2
BRUSH OR BROOM MFG	1	0.01	1	\$600	\$600	\$0	\$1,000	13
LABORATORIES	1	0.01	1	\$2,023,205	\$2,023,205	\$4,864	\$1,000	25
BARBER SUPPLIES AND HAIR PIECES	4	0.01	1	\$400	\$400	\$0	\$1,100	17
IRRIGATION EQUIPMENT	1	0.01	1	\$34,950	\$34,950	\$0	\$32,650	26
FIBERGLASS MFG	1	0.01	1	\$15,819	\$15,819	\$0	\$2,000	1
OIL REFINERIES	1	0.01	1	\$500	\$500	\$0	\$500	1
BOAT STORAGE OR MARINAS	2	0.00	0	\$0	\$0	\$0	\$0	0
COTTON GOODS MFG	1	0.00	0	\$0	\$0	\$0	\$0	0
CONDOMINIUMS	2	0.00	0	\$0	\$0	\$0	\$0	0
GOLFMOBILES	1	0.00	0	\$0	\$0	\$0	\$0	0
GRANDSTANDS OR BLEACHERS	1	0.00	0	\$0	\$0	\$0	\$0	0
SALT, PHOSPHATES, AND LIME	1	0.00	0	\$0	\$0	\$0	\$0	0
HONE, OILSTONE, OR WHETSTONE MFG	1	0.00	0	\$0	\$0	\$0	\$0	0
SHOPPING CTRS, INDOOR MALLS - NOT OCC	1	0.00	0	\$0	\$0	\$0	\$0	0
FORESTRY SERVICE	1	0.00	0	\$0	\$0	\$0	\$0	0
BUILDINGS/PREMISES BANK OR OFFICE	1	0.00	0	\$0	\$0	\$0	\$0	0
WEIGHERS, SAMPLERS OR INSPECTORS	1	0.00	0	\$0	\$0	\$0	\$0	0
TOTAL	15,800	100.00	8,055	\$24,939	\$200,883,610	\$9,948	\$16,287	16

CLAIM DISPOSITION AND CLOSE TIME REPORTING

This section is divided into two categories. The first section presents data by the final disposition of claim. Claims settled without payment are reported as disposed in favor of defendant, the insured. Claims closed in favor of the plaintiff, claimant, consist of all claims closed with payment.

The second section presents closed claim data categorized by time intervals to claim resolution.

Each section contains annual summary data for 1997 and a ten-year summary.

**PRODUCT LIABILITY
CLAIM DISPOSITION
FOR 1997**

	% OF ALL CLAIMS	ALL CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVERAGE LOSS EXPENSE	AVERAGE INITIAL RESERVE	AVERAGE # OF MONTHS REPORT TO CLOSE
IN FAVOR OF DEFENDANT							
BEFORE COURT PROCEEDING INITIATED	88.64	601	\$0	\$0	\$115	\$2,683	5
DIRECTED VERDICT FOR DEFENDANT	0.29	2	\$0	\$0	\$2,209	\$500	33
JUDGEMENT FOR DEFENDANT	0.74	5	\$0	\$0	\$31,582	\$25,420	30
ALL OTHER INCLUDING DISMISSALS	8.11	55	\$0	\$0	\$17,442	\$35,646	28
NOT SPECIFIED	2.21	15	\$0	\$0	\$2,045	\$2,487	6
TOTAL	100.00	678	\$0	\$0	\$1,802	\$5,514	7
IN FAVOR OF PLAINTIFF							
BEFORE COURT PROCEEDING INITIATED	86.65	597	\$4,003	\$2,389,685	\$289	\$4,279	4
DIRECTED VERDICT FOR PLAINTIFF	0.29	2	\$2,806	\$5,611	\$8,313	\$1,000	38
JUDGEMENT FOR PLAINTIFF	0.58	4	\$119,159	\$476,637	\$84,046	\$75,750	58
ALL OTHER INCLUDING DISMISSALS	10.74	74	\$175,730	\$13,004,056	\$47,651	\$105,500	30
NOT SPECIFIED	1.74	12	\$10,469	\$125,631	\$9,426	\$16,383	18
TOTAL	100.00	689	\$23,224	\$16,001,620	\$6,044	\$15,767	8

**PRODUCT LIABILITY
TEN YEAR SUMMARY OF CLAIM DISPOSITION
FOR YEARS 1988 - 1997**

	% OF ALL CLAIMS	ALL CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVERAGE LOSS EXPENSE	AVERAGE INITIAL RESERVE	AVERAGE # OF MONTHS REPORT TO CLOSE
IN FAVOR OF DEFENDANT							
BEFORE COURT PROCEEDING INITIATED	69.43	5,377	\$0	\$0	\$488	\$3,877	7
DIRECTED VERDICT FOR DEFENDANT	0.56	43	\$0	\$0	\$27,236	\$25,249	38
JUDGEMENT FOR DEFENDANT	1.06	82	\$0	\$0	\$146,413	\$18,924	41
JUDGEMENT FOR DEFENDANT AFTER APPEAL	0.13	10	\$0	\$0	\$30,323	\$13,850	72
ARBITRATION	0.06	5	\$0	\$0	\$1,052	\$1,050	14
ALL OTHER INCLUDING DISMISSALS	27.27	2,112	\$0	\$0	\$7,556	\$6,985	33
NOT SPECIFIED	1.50	116	\$0	\$0	\$6,302	\$5,102	15
TOTAL	100.00	7,745	\$0	\$0	\$4,235	\$5,032	15
IN FAVOR OF PLAINTIFF							
BEFORE COURT PROCEEDING INITIATED	71.83	5,786	\$7,791	\$45,075,906	\$2,774	\$4,947	8
DIRECTED VERDICT FOR PLAINTIFF	0.22	18	\$44,188	\$795,379	\$82,060	\$10,738	33
JUDGEMENT FOR PLAINTIFF	0.42	34	\$87,348	\$2,969,830	\$76,847	\$31,262	33
JUDGEMENT FOR PLAINTIFF AFTER APPEAL	0.01	1	\$15,000	\$15,000	\$68,934	\$0	39
ARBITRATION	0.17	14	\$88,675	\$1,241,449	\$22,421	\$50,613	17
ALL OTHER INCLUDING DISMISSALS	26.15	2,106	\$69,565	\$146,502,889	\$27,343	\$46,771	38
NOT SPECIFIED	1.19	96	\$44,616	\$4,283,157	\$21,134	\$21,884	13
TOTAL	100.00	8,055	\$24,939	\$200,883,610	\$9,948	\$16,287	16

**PRODUCT LIABILITY
CLOSE TIME REPORTING
FOR 1997**

NUMBER OF MONTHS FROM REPORT TO CLOSE	ALL CLOSED CLAIMS	% OF ALL PAID CLAIMS	ALL PAID CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON PAID CLAIMS	AVG INITIAL RESERVE ON PAID CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
0-6	1,025	75.33	519	\$2,589	\$1,343,440	\$42	\$3,720	2
7-12	148	9.58	66	\$71,793	\$4,738,321	\$19,275	\$80,416	9
13-18	67	4.06	28	\$26,721	\$748,194	\$2,921	\$14,086	15
19-24	35	2.76	19	\$57,366	\$1,089,948	\$15,012	\$64,765	21
25-30	22	2.03	14	\$241,415	\$3,379,812	\$43,962	\$10,422	27
31-36	9	0.87	6	\$11,004	\$66,024	\$2,906	\$16,800	34
37-42	11	1.16	8	\$51,813	\$414,507	\$23,702	\$11,063	40
43-48	16	1.45	10	\$113,002	\$1,130,016	\$30,679	\$39,500	44
49-54	4	0.44	3	\$6,756	\$20,269	\$8,333	\$91,667	52
55-60	6	0.44	3	\$259,296	\$777,887	\$142,592	\$55,333	57
61-66	3	0.29	2	\$85,000	\$170,000	\$41,197	\$7,000	65
67-72	2	0.15	1	\$100,000	\$100,000	\$100,286	\$40,000	72
73-78	6	0.44	3	\$257,191	\$771,573	\$64,150	\$51,667	76
79-84	3	0.44	3	\$243,876	\$731,629	\$78,777	\$70,000	82
85-90	1	0.00	0	\$0	\$0	\$0	\$0	0
91-96	6	0.15	1	\$200,000	\$200,000	\$28,410	\$100,000	91
97-102	1	0.15	1	\$25,000	\$25,000	\$35,511	\$125,000	102
103-108	0	0.00	0	\$0	\$0	\$0	\$0	0
GREATER THAN 108	2	0.29	2	\$147,500	\$295,000	\$123,089	\$92,500	127
TOTAL	1,367	100.00	689	\$23,224	\$16,001,620	\$6,044	\$15,767	8

**PRODUCT LIABILITY
TEN YEAR SUMMARY OF CLOSE TIME REPORTING
FOR YEARS 1988 - 1997**

NUMBER OF MONTHS FROM REPORT TO CLOSE	ALL CLOSED CLAIMS	% OF ALL PAID CLAIMS	ALL PAID CLAIMS	AVERAGE INDEMNITY	TOTAL INDEMNITY PAID	AVG LOSS EXPENSE ON PAID CLAIMS	AVG INITIAL RESERVE ON PAID CLAIMS	AVERAGE # OF MONTHS REPORT TO CLOSE
0-6	8,864	55.63	4,481	\$4,522	\$20,261,153	\$285	\$3,932	2
7-12	1,919	11.37	916	\$20,388	\$18,675,475	\$3,259	\$15,208	9
13-18	902	5.80	467	\$41,268	\$19,272,051	\$22,952	\$24,230	15
19-24	763	5.14	414	\$48,045	\$19,890,493	\$32,294	\$45,246	21
25-30	604	4.23	341	\$62,989	\$21,479,316	\$25,049	\$17,809	27
31-36	396	3.27	263	\$52,608	\$13,835,838	\$38,786	\$21,240	33
37-42	342	2.57	207	\$45,536	\$9,425,899	\$16,349	\$20,204	39
43-48	376	1.89	152	\$74,380	\$11,305,738	\$25,391	\$16,021	45
49-54	330	1.49	120	\$330,308	\$39,636,995	\$95,257	\$342,895	51
55-60	161	1.20	97	\$60,028	\$5,822,672	\$21,549	\$15,778	58
61-66	233	1.13	91	\$73,565	\$6,694,408	\$50,822	\$39,171	63
67-72	285	2.21	178	\$27,221	\$4,845,260	\$5,870	\$8,947	71
73-78	218	0.88	71	\$49,719	\$3,530,066	\$12,283	\$12,945	75
79-84	66	0.42	34	\$37,172	\$1,263,855	\$19,162	\$16,293	82
85-90	56	0.48	39	\$18,580	\$724,637	\$58,126	\$10,787	87
91-96	84	0.55	44	\$23,666	\$1,041,318	\$6,788	\$7,569	94
97-102	106	1.03	83	\$5,714	\$474,293	\$3,602	\$6,452	99
103-108	32	0.27	22	\$77,877	\$1,713,284	\$12,148	\$10,508	105
GREATER THAN 108	63	0.43	35	\$28,310	\$990,859	\$55,688	\$13,933	132
TOTAL	15,800	100.00	8,055	\$24,939	\$200,883,610	\$9,948	\$16,287	16

**PRODUCT LIABILITY COMPANIES
PREMIUM GROWTH & MARKET SHARE**
(Derived from the Page 15 Supplement)

The tables in this section were generated by using the Missouri Page 15 Supplement data filed for companies writing products liability insurance.

The first table presents data showing the percentage of change in growth for those companies who wrote premium during the year. This table is presented by descending order of percent of change in premium for 1996 and 1997.

The second table contains the market share, direct premium written, direct premium earned, direct losses paid, direct losses incurred and a loss ratio. This table is presented by descending order of market share company.

This section contains data for year ending 1997 and a ten-year summary.

PRODUCT LIABILITY PREMIUM GROWTH

COMPANY NAME	1997 WRITTEN PREMIUM	1996-97 % OF CHANGE IN PREMIUM	1996 WRITTEN PREMIUM	1995-96 % OF CHANGE IN PREMIUM	1995 WRITTEN PREMIUM	1994-95 % OF CHANGE IN PREMIUM
MID CENTURY INSURANCE COMPANY	\$56,350	4720.36	\$1,169	36.57	\$856	N/A
MID CONTINENT CASUALTY COMPANY	\$14,237	3432.75	\$403	539.68	\$63	-77.17
ALLIANZ UNDERWRITERS INSURANCE COMPANY	\$648,500	1701.39	\$36,000	-41.46	\$61,500	0.00
CIGNA INSURANCE COMPANY	\$974,617	812.02	\$106,864	72.71	\$61,875	N/A
YASUDA FIRE & MARINE INS CO OF AMER, TH	\$34,763	632.01	\$4,749	-79.49	\$23,151	-4.59
AMERISURE INSURANCE COMPANY	\$8,879	470.63	\$1,556	-35.89	\$2,427	2147.22
COLONIA INSURANCE COMPANY	\$22,955	427.94	\$4,348	-82.72	\$25,162	4.75
TRUCK INSURANCE EXCHANGE	\$51,790	173.59	\$18,930	-31.05	\$27,456	16.41
UNITED STATES FIDELITY & GUARANTY CO	\$126,052	170.68	\$46,569	292.19	\$11,874	-66.51
NONPROFITS INS ASSN AN INTERINS EXCH	\$787	161.46	\$301	-47.01	\$568	N/A
WEST AMERICAN INSURANCE COMPANY	\$26,462	156.69	\$10,309	77.07	\$5,822	25.42
LITITZ MUTUAL INSURANCE COMPANY	\$1,755	148.94	\$705	-58.28	\$1,690	298.58
WAUSAU BUSINESS INSURANCE COMPANY	\$191,860	148.35	\$77,255	-23.12	\$100,491	112.45
FIREMANS FUND INSURANCE COMPANY	\$165,975	136.45	\$70,195	-17.45	\$85,029	-32.81
CONTINENTAL INSURANCE COMPANY THE*	\$5,147	131.01	\$2,228	-99.25	\$295,213	-40.21
TIG INSURANCE COMPANY	\$1,780,787	124.16	\$794,437	-35.40	\$1,229,734	176.86
RLI INSURANCE COMPANY	\$30,475	122.56	\$13,693	-79.43	\$66,557	46.81
INDEMNITY INS CO OF NORTH AMERICA	\$439,228	102.33	\$217,085	95.05	\$111,295	N/A
POTOMAC INSURANCE CO OF ILLINOIS	\$1,509	101.47	\$749	-46.31	\$1,395	-56.73
MINNESOTA FIRE AND CASUALTY COMPANY	\$45,285	86.57	\$24,273	-58.95	\$59,137	43.83
ST PAUL INSURANCE CO OF ILLINOIS THE	\$32,074	83.24	\$17,504	10196.47	\$170	N/A
TRAVELERS INDEMNITY CO OF RHODE ISLAND	\$40,287	79.48	\$22,447	-50.93	\$45,743	66.69
CAPITOL INDEMNITY CORPORATION	\$41,348	71.40	\$24,124	-19.14	\$29,835	100.53
TRAVELERS INDEMNITY COMPANY	\$759,019	63.88	\$463,156	-48.54	\$900,046	-14.22
AMERICAN ECONOMY INSURANCE COMPANY	\$8,151	61.85	\$5,036	-63.11	\$13,652	38.30
UNITED SECURITY INSURANCE COMPANY	\$72,411	57.08	\$46,098	-39.19	\$75,812	108.19
ST PAUL PROPERTY & CASUALTY INS CO	\$276,280	50.70	\$183,332	393.40	\$37,157	N/A
NORTH RIVER INSURANCE COMPANY THE*	\$42,317	50.66	\$28,088	-45.77	\$51,797	227.15
AMERICAN FIRE & CASUALTY COMPANY	\$14,067	47.14	\$9,560	189.26	\$3,305	27.21
FARMERS ALLIANCE MUTUAL INS CO	\$35,060	43.91	\$24,363	-15.94	\$28,983	54.59
NATIONAL AMERICAN INSURANCE COMPANY	\$6,206	41.50	\$4,386	1758.47	\$236	N/A
MUTUAL SERVICE CASUALTY INSURANCE CO	\$35,860	40.69	\$25,489	-61.75	\$66,640	17.62
MICHIGAN MUTUAL INSURANCE COMPANY	\$31,707	40.30	\$22,599	7.05	\$21,110	-251.46
ST PAUL MERCURY INSURANCE COMPANY	\$634,929	40.11	\$453,166	-48.11	\$873,395	11.16
RELiance INSURANCE COMPANY	\$82,395	35.47	\$60,822	-99.01	\$6,125,818	23.72
CONTINENTAL CASUALTY COMPANY*	\$265,117	34.94	\$196,465	124.02	\$87,699	-54.53
UNITED STATES FIRE INSURANCE CO*	\$300,070	26.91	\$236,441	-59.57	\$584,760	12.77
TRANSPORTATION INSURANCE COMPANY	\$314,834	26.30	\$249,281	133.28	\$106,858	-29.74
PENN AMERICA INS CO	\$32,269	25.79	\$25,654	-11.33	\$28,932	24.80
LIBERTY MUTUAL INSURANCE COMPANY	\$574,755	25.21	\$459,018	-51.16	\$939,853	-11.05
TRAVELERS INDEMNITY CO OF ILLINOIS	\$3,204,304	22.60	\$2,613,635	-1.41	\$2,651,106	50.40
GRINNELL MUTUAL REINSURANCE COMPANY	\$218,752	22.09	\$179,167	22.51	\$146,247	27.55
ALLSTATE INSURANCE COMPANY	\$57,584	21.19	\$47,517	160.45	\$18,244	57.62
COMMERCIAL UNION INSURANCE COMPANY	\$17,597	20.44	\$14,611	-62.04	\$38,486	0.59
AMERICAN INSURANCE COMPANY THE	\$216,925	19.36	\$181,740	60.25	\$113,408	53.53
NORTHLAND INSURANCE COMPANY	\$1,178	17.10	\$1,006	-63.96	\$2,791	55720.00
ALLIED MUTUAL INS CO	\$82,285	17.01	\$70,322	-17.84	\$85,593	-25.67
NORTH AMERICAN SPECIALTY INS CO	\$2,836	16.47	\$2,435	-53.40	\$5,225	-95.69
STATE AUTO PROPERTY & CASUALTY INS CO	\$376,484	15.46	\$326,080	23.86	\$263,255	44.51
FARMERS INSURANCE EXCHANGE	\$77,810	15.17	\$67,559	0.65	\$67,120	-29.16
SHELTER MUTUAL INSURANCE CO	\$211,671	13.09	\$187,171	10.55	\$169,305	46.04
AMCO INSURANCE COMPANY	\$96,399	11.66	\$86,333	66.25	\$51,930	-72.58
PENNSYLVANIA GENERAL INSURANCE CO	\$15,937	11.66	\$14,273	10.93	\$12,867	-53.51
ROYAL INDEMNITY COMPANY	\$71,170	11.45	\$63,860	-70.79	\$218,656	16.27
CINCINNATI INS CO THE	\$353,623	11.21	\$317,974	21.34	\$262,044	53.94
FIDELITY & GUARANTY INS UNDERWRITERS	\$4,198	7.89	\$3,891	-37.46	\$6,222	-129.26
COLUMBIA MUTUAL INSURANCE CO	\$65,961	7.74	\$61,222	30.25	\$47,004	6.66
RANGER INSURANCE COMPANY	\$530,286	7.72	\$492,271	9.41	\$449,928	7.41
UNIVERSAL UNDERWRITERS INS CO	\$484,554	6.97	\$452,993	8.98	\$415,672	10.94
NATIONAL UNION FIRE INS CO OF PITTSBURG	\$1,195,639	5.94	\$1,128,576	-50.00	\$2,257,320	32.08
GREAT NORTHERN INSURANCE COMPANY	\$398,247	3.44	\$384,997	38.58	\$277,806	-17.02
CONTINENTAL WESTERN INSURANCE CO	\$4,188	2.02	\$4,105	81.88	\$2,257	-36.19
TOKIO MARINE AND FIRE INS CO LTD (US BR	\$86,019	1.98	\$84,346	-41.28	\$143,646	-2.72
LIBERTY MUTUAL FIRE INSURANCE CO	\$1,996,460	1.73	\$1,962,545	36.15	\$1,441,472	69.81

PRODUCT LIABILITY PREMIUM GROWTH

COMPANY NAME	1997 WRITTEN PREMIUM	1996-97 % OF CHANGE IN PREMIUM	1996 WRITTEN PREMIUM	1995-96 % OF CHANGE IN PREMIUM	1995 WRITTEN PREMIUM	1994-95 % OF CHANGE IN PREMIUM
AMERICAN STATES INSURANCE COMPANY*	\$224,844	0.92	\$222,800	-26.39	\$302,679	0.22
FIRST SPECIALTY INSURANCE CORPORATION	\$3,250	0.00	\$3,250	-79.37	\$15,750	N/A
FEDERATED MUTUAL INSURANCE COMPANY	\$1,628,863	-0.36	\$1,634,714	0.81	\$1,621,658	2.88
SENTRY INSURANCE A MUTUAL COMPANY	\$271,269	-2.59	\$278,472	-1.13	\$281,652	42.67
STATE AUTOMOBILE MUTUAL INS CO	\$22,506	-4.64	\$23,600	-2.41	\$24,184	-5.49
ST PAUL FIRE & MARINE INSURANCE CO	\$1,577,406	-5.19	\$1,663,772	-20.21	\$2,085,289	21.12
BROTHERHOOD MUTUAL INSURANCE CO	\$229	-5.37	\$242	-47.05	\$457	-457.03
FARMERS AND MERCHANTS INSURANCE CO	\$45,781	-6.11	\$48,758	9.12	\$44,684	3.81
INDIANA LUMBERMENS MUTUAL INS CO	\$347,824	-6.29	\$371,171	-13.48	\$429,010	27.16
GERLING AMERICA INSURANCE COMPANY	\$73,438	-7.26	\$79,184	-39.28	\$130,413	-261.00
GRAIN DEALERS MUTUAL INSURANCE CO	\$70,503	-8.13	\$76,738	9.07	\$70,358	-14.77
TRAVELERS INDEMNITY CO OF AMERICA	\$267,831	-11.18	\$301,544	-22.38	\$388,504	37.12
TRANSCONTINENTAL INSURANCE COMPANY	\$312,024	-11.20	\$351,378	-34.96	\$540,258	1.17
UNITED FIRE AND CASUALTY COMPANY	\$882,078	-11.35	\$995,002	13.50	\$876,636	16.88
AMERICAN FAMILY MUTUAL INS CO	\$40,380	-11.58	\$45,667	40.52	\$32,499	-8.02
FEDERAL INSURANCE COMPANY	\$1,468,733	-11.91	\$1,667,219	9.18	\$1,527,019	-20.60
RELIANCE NATIONAL INDEMNITY COMPANY	\$234,538	-12.34	\$267,544	-45.31	\$489,189	-8.09
EMPLOYERS MUTUAL CASUALTY COMPANY	\$149,216	-12.59	\$170,712	4.98	\$162,617	10.31
HARTFORD FIRE INSURANCE COMPANY	\$259,249	-12.79	\$297,268	116.04	\$137,598	-658.41
TRI STATE INSURANCE COMPANY	\$14,371	-12.95	\$16,509	34.68	\$12,258	-6.21
SECURITY NATIONAL INSURANCE COMPANY	\$14,936	-13.07	\$17,181	7.44	\$15,991	181.58
MILLERS MUTUAL INSURANCE ASSOCIATION	\$137,821	-13.13	\$158,647	-18.46	\$194,555	12.54
OHIO CASUALTY INSURANCE COMPANY	\$1,509	-16.49	\$1,807	357.47	\$395	7800.00
ZURICH INSURANCE COMPANY	\$631,621	-16.89	\$759,955	-30.83	\$1,098,639	-34.40
JOHN DEERE INSURANCE COMPANY	\$180,505	-18.84	\$222,401	-23.45	\$290,527	-12.77
ATHENA ASSURANCE COMPANY	\$43,420	-19.21	\$53,745	29.27	\$41,575	N/A
GENERAL INSURANCE CO OF AMERICA	\$7,859	-19.22	\$9,729	31.17	\$7,417	804.51
NATIONAL SURETY CORPORATION	\$435,561	-20.00	\$544,440	-1.38	\$552,049	60.38
LIBERTY INSURANCE CORPORATION	\$462,911	-21.22	\$587,606	7.90	\$544,603	8.46
HAWKEYE SECURITY INSURANCE COMPANY	\$88,181	-22.13	\$113,244	23.93	\$91,378	-22.96
REGENT INSURANCE COMPANY	\$13,401	-33.68	\$20,207	-14.53	\$23,643	58.25
EMPLOYERS INSURANCE OF WAUSAU A MUTUAL	\$121,279	-34.58	\$185,386	91.54	\$96,787	-86.88
GENERAL CASUALTY CO OF WISCONSIN	\$18,941	-36.49	\$29,825	37.30	\$21,722	113.95
AMERICAN CASUALTY CO OF READING PA	\$19,102	-36.56	\$30,110	33.91	\$22,485	-56.79
NORTHWESTERN NATIONAL CASUALTY CO	\$23,997	-38.03	\$38,725	110.89	\$18,363	-6.14
WESTCHESTER FIRE INSURANCE COMPANY*	\$992,690	-40.42	\$1,666,217	3.79	\$1,605,431	12.86
PENNSYLVANIA LUMBERMENS MUTUAL INS CO	\$6,435	-41.02	\$10,911	9729.73	\$111	N/A
AMERICAN AUTOMOBILE INSURANCE CO	\$82,972	-41.72	\$142,367	55.82	\$91,369	-51.05
TWIN CITY FIRE INS CO	\$327,805	-43.08	\$575,933	2.33	\$562,793	-27.30
LUMBERMENS MUTUAL CASUALTY CO	\$183,528	-47.43	\$349,091	43.95	\$242,513	-11.97
AMERICAN MOTORISTS INSURANCE CO	\$66,555	-50.22	\$133,702	-44.07	\$239,062	-14.80
NEW YORK FRONTIER INSURANCE COMPANY	\$655	-53.05	\$1,395	-61.65	\$3,638	-111.69
AMERICAN MANUFACTURERS MUTUAL INS CO	\$110,805	-54.89	\$245,618	829.63	\$26,421	-253.69
CHARTER OAK FIRE INSURANCE CO THE	\$70,277	-55.06	\$156,381	-21.04	\$198,057	2.56
COMMERCE AND INDUSTRY INSURANCE CO	\$67,290	-56.09	\$153,256	430.81	\$28,872	-51.53
OLD REPUBLIC INSURANCE COMPANY	\$226,106	-56.15	\$515,596	20.91	\$426,437	-57.71
NATIONAL INDEMNITY COMPANY	\$2,150	-56.51	\$4,944	733.73	\$593	N/A
VALLEY FORGE INSURANCE COMPANY	\$36,579	-58.02	\$87,138	30.72	\$66,658	46.49
ILLINOIS NATIONAL INSURANCE COMPANY	\$58,386	-59.13	\$142,873	-58.45	\$343,851	N/A
NORTHBROOK PROPERTY & CASUALTY INS CO	\$5,961	-59.97	\$14,893	-48.92	\$29,155	4.58
HARTFORD CASUALTY INS CO	\$10,596	-60.11	\$26,565	-18.59	\$32,630	702.90
NATIONAL FIRE INS CO OF HARTFORD	\$999	-62.00	\$2,629	-16.35	\$3,143	6186.00
ROYAL INSURANCE COMPANY OF AMERICA	\$324,172	-64.89	\$923,262	155.95	\$360,722	-14.63
SAFECO INSURANCE CO OF AMERICA	\$14,016	-65.07	\$40,130	26.57	\$31,707	-30.16
NATIONWIDE PROPERTY & CASUALTY INS CO	\$235	-65.19	\$675	-86.80	\$5,113	-89.15
SECURA INSURANCE A MUTUAL COMPANY	\$121,552	-66.57	\$363,624	-14.82	\$426,887	2.02
AETNA CASUALTY AND SURETY COMPANY	\$109,112	-68.33	\$344,577	171.64	\$126,851	-37.18
NN INSURANCE COMPANY	\$3,571	-68.65	\$11,390	-29.72	\$16,207	45.38
AMERICAN ZURICH INSURANCE COMPANY	\$139,383	-71.66	\$491,888	116.57	\$227,126	N/A
TRINITY UNIVERSAL INSURANCE COMPANY	\$983	-74.33	\$3,829	2.27	\$3,744	222.20
GENERAL ACCIDENT INS CO OF AMERICA	\$8,642	-78.64	\$40,454	-26.55	\$55,075	-57.73
ATLAS INSURANCE COMPANY	\$2,356	-79.40	\$11,438	-81.10	\$60,530	-8.13
NORTHBROOK NATIONAL INS CO	\$8,233	-80.38	\$41,954	-6.28	\$44,763	17.61

PRODUCT LIABILITY PREMIUM GROWTH

COMPANY NAME	1997 WRITTEN PREMIUM	1996-97 % OF CHANGE IN PREMIUM	1996 WRITTEN PREMIUM	1995-96 % OF CHANGE IN PREMIUM	1995 WRITTEN PREMIUM	1994-95 % OF CHANGE IN PREMIUM
FIREMANS FUND INS CO OF WISCONSIN	\$99,733	-82.99	\$586,297	33.23	\$440,072	187.10
WAUSAU UNDERWRITERS INS CO	\$38,720	-83.39	\$233,095	-35.16	\$359,520	68.77
TRINITY UNIVERSAL INS CO OF KANSAS INC	\$2,191	-83.68	\$13,425	128.12	\$5,885	-29.71
AETNA CASUALTY & SURETY OF AMERICA	\$7,976	-86.32	\$58,303	70.61	\$34,174	53.17
MARYLAND CASUALTY COMPANY	\$135	-90.90	\$1,483	-89.73	\$14,446	-9.17
AETNA CASUALTY & SURETY CO OF IL	\$223	-93.77	\$3,580	178.82	\$1,284	-3.96
GLOBE INDEMNITY COMPANY	\$1,292	-95.65	\$29,728	93.52	\$15,362	36.21
AMERICAN AND FOREIGN INSURANCE CO	\$5,718	-98.64	\$421,364	242.37	\$123,072	35.19
NEW HAMPSHIRE INSURANCE COMPANY	\$1	-100.00	\$329,666	23.18	\$267,637	594.33
TOTAL	\$32,348,903	-0.51	\$32,513,980	-21.41	\$41,372,139	6.07

PRODUCT LIABILITY
MARKET SHARE
YEAR 1997

COMPANY NAME	WRITTEN PREMIUM	MARKET SHARE	EARNED PREMIUM	LOSSES PAID	LOSSES INCURRED	LOSS RATIO
TRAVELERS INDEMNITY CO OF ILLINOIS	\$3,204,304	9.91	\$2,546,648	\$529,048	\$2,431,910	95.49
LIBERTY MUTUAL FIRE INSURANCE CO	\$1,996,460	6.17	\$1,976,483	\$24,350	\$648,970	32.83
TIG INSURANCE COMPANY	\$1,780,787	5.50	\$1,442,799	(\$6,095)	\$552,897	38.32
FEDERATED MUTUAL INSURANCE COMPANY	\$1,628,863	5.04	\$1,683,291	\$1,117,912	\$1,265,333	75.17
ST PAUL FIRE & MARINE INSURANCE CO	\$1,577,406	4.88	\$1,705,666	\$285,128	(\$480,965)	-28.20
FEDERAL INSURANCE COMPANY	\$1,468,733	4.54	\$1,595,706	\$1,158,745	\$1,829,760	114.67
NATIONAL UNION FIRE INS CO OF PITTSBURG	\$1,195,639	3.70	\$1,087,297	\$790,554	\$205,700	18.92
WESTCHESTER FIRE INSURANCE COMPANY	\$992,690	3.07	\$1,128,642	\$1,123,291	\$1,495,396	132.50
CIGNA INSURANCE COMPANY	\$974,617	3.01	\$1,077,064	\$0	\$208,538	19.36
UNITED FIRE AND CASUALTY COMPANY	\$882,078	2.73	\$947,586	\$126,768	\$166,482	17.57
ALLIANZ INSURANCE COMPANY	\$797,687	2.47	\$66,973	\$0	\$26,865	40.11
TRAVELERS INDEMNITY COMPANY	\$759,019	2.35	\$1,007,805	\$3,453,894	(\$1,894,909)	-188.02
ALLIANZ UNDERWRITERS INSURANCE COMPANY	\$648,500	2.00	\$386,728	\$0	\$119,314	30.85
ST PAUL MERCURY INSURANCE COMPANY	\$634,929	1.96	\$577,886	\$717,334	(\$1,054,357)	-182.45
ZURICH INSURANCE COMPANY	\$631,621	1.95	\$564,263	\$205,849	(\$62,022)	-10.99
LIBERTY MUTUAL INSURANCE COMPANY	\$574,755	1.78	\$678,548	\$442,995	\$68,646	10.12
RANGER INSURANCE COMPANY	\$530,286	1.64	\$538,792	\$71,181	\$54,786	10.17
UNIVERSAL UNDERWRITERS INS CO	\$484,554	1.50	\$484,554	\$112,212	\$170,583	35.20
LIBERTY INSURANCE CORPORATION	\$462,911	1.43	\$523,883	\$12,812	\$40,298	7.69
INDEMNITY INSURANCE CO OF NORTH AMERICA	\$439,228	1.36	\$364,676	\$0	\$204,656	56.12
NATIONAL SURETY CORPORATION	\$435,561	1.35	\$445,890	(\$14,574,048)	(\$16,525,604)	-3706.21
GREAT NORTHERN INSURANCE COMPANY	\$398,247	1.23	\$343,624	(\$22,133)	(\$80,281)	-23.36
STATE AUTO PROPERTY & CASUALTY INS CO	\$376,484	1.16	\$362,866	\$15,189	(\$69,469)	-19.14
CINCINNATI INS CO THE	\$353,623	1.09	\$346,628	\$0	\$467,500	134.87
INDIANA LUMBERMENS MUTUAL INS CO	\$347,824	1.08	\$366,788	\$97,106	\$77,941	21.25
TWIN CITY FIRE INS CO	\$327,805	1.01	\$334,601	\$872,140	\$507,126	151.56
ROYAL INSURANCE COMPANY OF AMERICA	\$324,172	1.00	\$377,057	\$21,598	\$209,165	55.47
TRANSPORTATION INSURANCE COMPANY	\$314,834	0.97	\$314,520	\$213,994	(\$36,284)	-11.54
TRANSCONTINENTAL INSURANCE COMPANY	\$312,024	0.96	\$316,166	\$49,051	(\$464,862)	-147.03
UNITED STATES FIRE INSURANCE CO	\$300,070	0.93	\$308,862	\$4,416	(\$665,050)	-215.32
ST PAUL PROPERTY & CASUALTY INS CO	\$276,280	0.85	\$252,996	\$605	\$101,241	40.02
SENTRY INSURANCE A MUTUAL COMPANY	\$271,269	0.84	\$254,889	\$1,243	(\$54,958)	-21.56
TRAVELERS INDEMNITY CO OF AMERICA	\$267,831	0.83	\$263,576	\$1,512	\$98,878	37.51
CONTINENTAL CASUALTY COMPANY	\$265,117	0.82	\$279,419	\$31,997	(\$76,530)	-27.39
HARTFORD FIRE INSURANCE COMPANY	\$259,249	0.80	\$240,914	\$66,764	\$659,120	273.59
RELIANCE NATIONAL INDEMNITY COMPANY	\$234,538	0.73	\$186,328	\$193	\$176,295	94.62
OLD REPUBLIC INSURANCE COMPANY	\$226,106	0.70	\$344,443	\$116,703	\$174,464	50.65
AMERICAN STATES INSURANCE COMPANY	\$224,844	0.70	\$220,800	\$18,020	\$511,215	231.53
GRINNELL MUTUAL REINSURANCE COMPANY	\$218,752	0.68	\$210,111	\$372	\$9,024	4.29
AMERICAN INSURANCE COMPANY THE	\$216,925	0.67	\$215,387	\$7,269	\$287,435	133.45
SHELTER MUTUAL INSURANCE CO	\$211,671	0.65	\$199,753	\$14,054	\$94,688	47.40
WAUSAU BUSINESS INSURANCE COMPANY	\$191,860	0.59	\$112,038	\$1,013	\$23,168	20.68
LUMBERMENS MUTUAL CASUALTY CO	\$183,528	0.57	\$217,114	\$1,060,983	\$1,040,709	479.34
JOHN DEERE INSURANCE COMPANY	\$180,505	0.56	\$206,253	\$8,637	(\$201,814)	-97.85
FIREMANS FUND INSURANCE COMPANY	\$165,975	0.51	\$144,298	(\$8,048,294)	(\$7,572,895)	-5248.09
EMPLOYERS MUTUAL CASUALTY COMPANY	\$149,216	0.46	\$143,873	(\$2,809)	(\$29,460)	-20.48
UNDERWRITERS INSURANCE COMPANY	\$147,500	0.46	\$141,827	\$0	\$49,456	34.87
AMERICAN ZURICH INSURANCE COMPANY	\$139,383	0.43	\$193,613	\$5,232	\$176,462	91.14
MILLERS MUTUAL INSURANCE ASSOCIATION	\$137,821	0.43	\$159,472	\$32,958	\$247,923	155.46
UNITED STATES FIDELITY & GUARANTY CO	\$126,052	0.39	\$96,180	\$4,750	\$284,870	296.18
SECURA INSURANCE A MUTUAL COMPANY	\$121,552	0.38	\$11,580	\$0	\$3,849	33.24
EMPLOYERS INSURANCE OF WAUSAU A MUTUAL	\$121,279	0.37	\$125,655	\$69,116	\$105	0.08
AMERICAN MANUFACTURERS MUTUAL INS CO	\$110,805	0.34	\$251,941	\$260	\$55,085	21.86
TRAVELERS CASUALTY AND SURETY CO	\$109,112	0.34	(\$869,871)	\$907,555	\$642,711	-73.89
FIREMANS FUND INS CO OF WISCONSIN	\$99,733	0.31	\$568,054	\$0	\$1,854,932	326.54
AMCO INSURANCE COMPANY	\$96,399	0.30	\$90,706	\$150,164	\$202,596	223.35

PRODUCT LIABILITY
MARKET SHARE
YEAR 1997

COMPANY NAME	WRITTEN PREMIUM	MARKET SHARE	EARNED PREMIUM	LOSSES PAID	LOSSES INCURRED	LOSS RATIO
HAWKEYE SECURITY INSURANCE COMPANY	\$88,181	0.27	\$89,925	\$9,950	(\$10,028)	-11.15
TOKIO MARINE AND FIRE INS CO LTD (US BR	\$86,019	0.27	\$101,427	\$0	\$92,882	91.58
AMERICAN AUTOMOBILE INSURANCE CO	\$82,972	0.26	\$134,321	\$0	\$214,001	159.32
RELiance INSURANCE COMPANY	\$82,395	0.25	\$103,905	\$0	\$804,623	774.38
ALLIED MUTUAL INS CO	\$82,285	0.25	\$76,545	\$15,420	\$18,818	24.58
FARMERS INSURANCE EXCHANGE	\$77,810	0.24	\$72,655	\$1,882	\$42,296	58.21
GERLING AMERICA INSURANCE COMPANY	\$73,438	0.23	\$90,112	\$9,500	\$10,535	11.69
UNITED SECURITY INSURANCE COMPANY	\$72,411	0.22	\$59,009	\$0	\$3,024	5.12
ROYAL INDEMNITY COMPANY	\$71,170	0.22	\$64,965	\$0	(\$91,940)	-141.52
GRAIN DEALERS MUTUAL INSURANCE CO	\$70,503	0.22	\$73,623	\$5,631	\$5,847	7.94
CHARTER OAK FIRE INSURANCE CO THE	\$70,277	0.22	\$89,767	\$640	(\$504,165)	-561.64
AMERICAN HOME ASSURANCE COMPANY	\$69,256	0.21	\$46,171	\$462,159	\$489,862	1060.97
COMMERCE AND INDUSTRY INSURANCE CO	\$67,290	0.21	\$54,281	\$220,000	\$224,830	414.20
AMERICAN MOTORISTS INSURANCE CO	\$66,555	0.21	\$76,795	\$0	\$40,665	52.95
COLUMBIA MUTUAL INSURANCE CO	\$65,961	0.20	\$59,959	\$0	\$0	0.00
ILLINOIS NATIONAL INSURANCE COMPANY	\$58,386	0.18	\$81,534	\$3,864	(\$8,128)	-9.97
ALLSTATE INSURANCE COMPANY	\$57,584	0.18	\$52,319	\$1,948	(\$12,618,237)	-24117.89
MID CENTURY INSURANCE COMPANY	\$56,350	0.17	\$34,120	\$3,866	\$127,510	373.71
TRUCK INSURANCE EXCHANGE	\$51,790	0.16	\$40,414	\$0	(\$199,011)	-492.43
CITIZENS SECURITY MUTUAL INS CO	\$51,521	0.16	\$41,484	\$0	\$2,000	4.82
FARMERS AND MERCHANTS INSURANCE CO	\$45,781	0.14	\$45,066	\$0	\$1	0.00
MINNESOTA FIRE AND CASUALTY COMPANY	\$45,285	0.14	\$44,680	\$0	\$0	0.00
ATHENA ASSURANCE COMPANY	\$43,420	0.13	\$49,443	\$0	\$0	0.00
NORTH RIVER INSURANCE COMPANY THE	\$42,317	0.13	\$54,405	\$0	\$174,651	321.02
CAPITOL INDEMNITY CORPORATION	\$41,348	0.13	\$33,696	\$0	\$0	0.00
AMERICAN FAMILY MUTUAL INS CO	\$40,380	0.12	\$42,948	\$12,808	\$6,117	14.24
TRAVELERS INDEMNITY CO OF CONNECTICUT	\$40,287	0.12	\$28,522	\$0	(\$33,651)	-117.98
WAUSAU UNDERWRITERS INS CO	\$38,720	0.12	\$141,552	\$1,765	(\$94,729)	-66.92
VALLEY FORGE INSURANCE COMPANY	\$36,579	0.11	\$43,104	\$0	(\$39,767)	-92.26
MUTUAL SERVICE CASUALTY INSURANCE CO	\$35,860	0.11	\$37,778	\$12,108	\$5,596	14.81
FARMERS ALLIANCE MUTUAL INS CO	\$35,060	0.11	\$32,146	\$0	\$0	0.00
YASUDA FIRE & MARINE INS CO OF AMER TH	\$34,763	0.11	\$42,344	\$0	\$31,487	74.36
PENN AMERICA INS CO	\$32,269	0.10	\$35,432	\$5,827	\$36,417	102.78
ST PAUL INSURANCE CO OF ILLINOIS THE	\$32,074	0.10	\$34,908	\$0	\$12,949	37.09
MICHIGAN MUTUAL INSURANCE COMPANY	\$31,707	0.10	\$31,334	\$11,667	(\$78,045)	-249.07
ST PAUL GUARDIAN INSURANCE COMPANY	\$30,848	0.10	\$33,756	\$0	\$15,720	46.57
RLI INSURANCE COMPANY	\$30,475	0.09	\$22,664	\$0	\$69,055	304.69
WEST AMERICAN INSURANCE COMPANY	\$26,462	0.08	\$26,911	\$0	\$1,269	4.72
NORTHWESTERN NATIONAL CASUALTY CO	\$23,997	0.07	\$28,568	\$0	\$4,200	14.70
COLONIA INSURANCE COMPANY	\$22,955	0.07	\$12,556	\$15,000	(\$20,549)	-163.66
STATE AUTOMOBILE MUTUAL INS CO	\$22,506	0.07	\$26,923	\$3,623	(\$8,038)	-29.86
GENESIS INSURANCE COMPANY	\$20,418	0.06	\$26,042	\$0	\$0	0.00
AMERICAN CASUALTY CO OF READING PA	\$19,102	0.06	\$20,024	\$82,819	\$23,065	115.19
GENERAL CASUALTY CO OF WISCONSIN	\$18,941	0.06	\$23,680	\$0	\$643	2.72
PHOENIX INSURANCE COMPANY THE	\$17,947	0.06	\$5,629	\$0	(\$68,329)	-1213.87
COMMERCIAL UNION INSURANCE COMPANY	\$17,597	0.05	\$17,263	\$33,330	(\$159,068)	-921.44
BITUMINOUS CASUALTY CORPORATION	\$16,094	0.05	\$14,598	\$0	\$11,500	78.78
PENNSYLVANIA GENERAL INSURANCE CO	\$15,937	0.05	\$16,003	\$0	\$2,970	18.56
SECURITY NATIONAL INSURANCE COMPANY	\$14,936	0.05	\$15,551	\$15,295	(\$4,065)	-26.14
SUMITOMO MARINE & FIRE INS CO LTD	\$14,595	0.05	\$14,594	\$0	\$1,169	8.01
TRI STATE INSURANCE COMPANY	\$14,371	0.04	\$13,834	\$0	\$149	1.08
MID CONTINENT CASUALTY COMPANY	\$14,237	0.04	\$13,949	\$0	\$0	0.00
AMERICAN FIRE & CASUALTY COMPANY	\$14,067	0.04	\$10,371	\$58,230	\$179,500	1730.79
SAFECO INSURANCE CO OF AMERICA	\$14,016	0.04	\$22,765	\$33,500	\$32,068	140.87
REGENT INSURANCE COMPANY	\$13,401	0.04	\$17,203	\$0	\$35,484	206.27
HARTFORD CASUALTY INS CO	\$10,596	0.03	\$17,536	\$350	(\$5,549)	-31.64

PRODUCT LIABILITY
MARKET SHARE
YEAR 1997

COMPANY NAME	WRITTEN PREMIUM	MARKET SHARE	EARNED PREMIUM	LOSSES PAID	LOSSES INCURRED	LOSS RATIO
AMERISURE INSURANCE COMPANY	\$8,879	0.03	\$6,882	\$280	\$15,308	222.44
AMERICAN GUARANTEE & LIABILITY INS CO	\$8,720	0.03	\$2,184	\$0	\$43,379	1986.22
GENERAL ACCIDENT INS CO OF AMERICA	\$8,642	0.03	\$24,923	\$573,338	\$199,176	799.17
NORTHBROOK NATIONAL INS CO	\$8,233	0.03	\$27,819	\$0	\$34,782	125.03
AMERICAN ECONOMY INSURANCE COMPANY	\$8,151	0.03	\$7,081	\$3,000	\$3,000	42.37
TRAVELERS CASUALTY & SUR CO OF AMERI	\$7,976	0.02	\$7,620	\$59,500	\$54,193	711.19
GENERAL INSURANCE CO OF AMERICA	\$7,859	0.02	\$9,471	\$51,214	(\$11,845)	-125.07
HANOVER INSURANCE COMPANY THE	\$7,240	0.02	\$3,653	\$0	\$0	0.00
PENNSYLVANIA LUMBERMENS MUTUAL INS CO	\$6,435	0.02	\$7,532	\$0	\$0	0.00
NATIONAL AMERICAN INSURANCE COMPANY	\$6,206	0.02	\$5,645	\$0	\$480	8.50
MILLERS MUTUAL FIRE INSURANCE CO THE	\$6,075	0.02	\$2,784	\$0	\$0	0.00
NORTHBROOK PROPERTY & CASUALTY INS CO	\$5,961	0.02	\$10,014	\$0	(\$18,787)	-187.61
AMERICAN AND FOREIGN INSURANCE CO	\$5,718	0.02	\$8,439	\$0	(\$41,454)	-491.22
UNITED PACIFIC INSURANCE COMPANY	\$5,173	0.02	\$19,553	\$2,367	(\$19,247)	-98.44
CONTINENTAL INSURANCE COMPANY THE	\$5,147	0.02	\$2,856	\$17,104	(\$463,911)	-16243.38
CIGNA PROPERTY & CASUALTY INS CO	\$4,496	0.01	\$4,496	\$0	\$1,752	38.97
VIGILANT INSURANCE COMPANY	\$4,474	0.01	\$2,258	\$75,000	(\$43,097)	-1908.64
FIDELITY & GUARANTY INS UNDERWRITERS	\$4,198	0.01	\$3,211	\$0	(\$38,900)	-1211.46
CONTINENTAL WESTERN INSURANCE CO	\$4,188	0.01	\$4,333	\$0	(\$11)	-0.25
GAN NATIONAL INSURANCE COMPANY	\$3,742	0.01	\$626	\$0	\$196	31.31
NN INSURANCE COMPANY	\$3,571	0.01	\$9,551	\$0	(\$2,600)	-27.22
OAK RIVER INSURANCE COMPANY	\$3,545	0.01	\$2,475	\$0	\$541	21.86
FIRST SPECIALTY INSURANCE CORPORATION	\$3,250	0.01	\$3,250	\$0	\$1,467	45.14
NORTH AMERICAN SPECIALTY INS CO	\$2,836	0.01	\$2,416	\$102,534	\$182,313	7546.07
RISORP NATIONAL INSURANCE COMPANY	\$2,356	0.01	\$2,586	\$0	\$0	0.00
TRINITY UNIVERSAL INS CO OF KANSAS INC	\$2,191	0.01	\$3,365	\$0	(\$1,671)	-49.66
CENTENNIAL INSURANCE COMPANY	\$2,171	0.01	\$1,636	\$0	\$1,575	96.27
NATIONAL INDEMNITY COMPANY	\$2,150	0.01	\$3,283	\$0	(\$1,383)	-42.13
FARMINGTON CASUALTY COMPANY	\$1,816	0.01	\$1,816	\$3,930	\$18,425	1014.59
LITITZ MUTUAL INSURANCE COMPANY	\$1,755	0.01	\$1,397	\$0	\$0	0.00
COLORADO CASUALTY INSURANCE COMPANY	\$1,625	0.01	\$2,134	\$0	(\$125)	-5.86
OHIO CASUALTY INSURANCE COMPANY	\$1,509	0.00	\$1,607	\$673	\$492	30.62
POTOMAC INSURANCE CO OF ILLINOIS	\$1,509	0.00	\$1,423	\$0	\$178	12.51
GLOBE INDEMNITY COMPANY	\$1,292	0.00	\$1,369	\$0	(\$26,963)	-1969.54
TRI STATE INSURANCE CO OF MINNESOTA	\$1,287	0.00	\$397	\$0	\$0	0.00
INSURANCE COMPANY OF NORTH AMERICA	\$1,246	0.00	(\$1,564)	\$159,245	\$56,924	-3639.64
NORTHLAND INSURANCE COMPANY	\$1,178	0.00	\$1,204	\$0	(\$276)	-22.92
NATIONAL FIRE INS CO OF HARTFORD	\$999	0.00	\$1,184	\$0	(\$326)	-27.53
TRINITY UNIVERSAL INSURANCE COMPANY	\$983	0.00	\$1,882	\$0	(\$4,549)	-241.71
PACIFIC INDEMNITY COMPANY	\$916	0.00	\$342	\$0	\$66	19.30
NONPROFITS INS ASSN AN INTERINS EXCH	\$787	0.00	\$670	\$0	\$403	60.15
FRONTIER INSURANCE COMPANY	\$655	0.00	\$742	\$0	(\$1,872)	-252.29
NATIONWIDE PROPERTY & CASUALTY INS CO	\$235	0.00	\$921	\$3,384	(\$117,133)	-12718.02
AMERICAN EMPLOYERS INSURANCE CO	\$234	0.00	\$482	\$0	(\$15,618)	-3240.25
BROTHERHOOD MUTUAL INSURANCE CO	\$229	0.00	\$232	\$0	\$0	0.00
TRAVELERS CASUALTY AND SURETY CO OF IL	\$223	0.00	\$344	\$27,083	(\$35,609)	-10351.45
NORTHERN INSURANCE CO OF NEW YORK	\$177	0.00	\$177	\$0	(\$9,173)	-5182.49
SAFEGUARD INSURANCE COMPANY	\$139	0.00	\$28	\$0	\$32	114.29
FIDELITY AND GUARANTY INSURANCE COMPANY	\$136	0.00	\$136	\$0	(\$3,600)	-2647.06
MARYLAND CASUALTY COMPANY	\$135	0.00	\$1,248	\$0	(\$7,655)	-613.38
STAR INSURANCE COMPANY	\$129	0.00	\$129	\$0	\$100	77.52
CIGNA FIRE UNDERWRITERS INS CO	\$125	0.00	\$98	\$0	\$0	0.00
NORTHFIELD INSURANCE COMPANY	\$102	0.00	\$143	\$0	(\$201)	-140.56
STATEWIDE INSURANCE COMPANY	\$71	0.00	\$72	\$0	(\$134)	-186.11
FIRST NATIONAL INS CO OF AMERICA	\$32	0.00	\$73	\$0	(\$501)	-686.30
SAVERS PROPERTY & CASUALTY INS CO	\$4	0.00	\$2	\$0	\$0	0.00

PRODUCT LIABILITY
MARKET SHARE
YEAR 1997

COMPANY NAME	WRITTEN PREMIUM	MARKET SHARE	EARNED PREMIUM	LOSSES PAID	LOSSES INCURRED	LOSS RATIO
NEW HAMPSHIRE INSURANCE COMPANY	\$1	0.00	\$33,689	\$17,824	(\$48,372)	-143.58
NIAGARA FIRE INSURANCE COMPANY	\$1	0.00	\$1	\$0	\$0	0.00
NATIONAL CASUALTY COMPANY	\$0	0.00	\$0	\$0	(\$94)	N/A
MICHIGAN MILLERS MUTUAL INS CO	\$0	0.00	\$0	\$0	(\$600)	N/A
AUTOMOBILE INS CO OF HARTFORD CT	\$0	0.00	\$0	\$1,425,481	(\$308,798)	N/A
STANDARD FIRE INSURANCE COMPANY	\$0	0.00	\$0	\$15,000	\$44,112	N/A
ASSURANCE COMPANY OF AMERICA	\$0	0.00	\$0	\$0	(\$34)	N/A
AIU INSURANCE COMPANY	\$0	0.00	\$0	\$0	(\$453)	N/A
INSURANCE CO OF THE STATE OF PA	\$0	0.00	\$0	\$0	(\$14,308)	N/A
AMERICAN FIRE AND INDEMNITY COMPANY	\$0	0.00	\$530	\$0	\$0	0.00
AMERICAN INDEMNITY COMPANY	\$0	0.00	\$392	\$0	\$0	0.00
AMERICAN ALTERNATIVE INS CORP	\$0	0.00	\$0	\$0	(\$69)	N/A
ARGONAUT INSURANCE COMPANY	\$0	0.00	\$0	\$0	\$8	N/A
ARGONAUT MIDWEST INSURANCE COMPANY	\$0	0.00	\$0	\$0	\$395	N/A
BITUMINOUS FIRE AND MARINE INS CO	\$0	0.00	\$0	\$0	(\$500)	N/A
CENTURY INDEMNITY COMPANY	\$0	0.00	(\$4,908)	\$0	(\$341,361)	6955.20
BOSTON OLD COLONY INSURANCE COMPANY	\$0	0.00	\$0	\$0	(\$6,000)	N/A
COUNTRY MUTUAL INSURANCE COMPANY	\$0	0.00	\$0	\$0	(\$701)	N/A
INTERNATIONAL INSURANCE COMPANY	\$0	0.00	\$0	\$0	(\$57,033)	N/A
COREGIS INSURANCE COMPANY	\$0	0.00	\$0	\$0	(\$23,236)	N/A
EMPIRE FIRE AND MARINE INSURANCE CO	\$0	0.00	\$0	\$0	\$483	N/A
GOVERNMENT EMPLOYEES INSURANCE CO	\$0	0.00	\$0	\$0	\$408,874	N/A
PACIFIC EMPLOYERS INSURANCE COMPANY	\$0	0.00	\$0	\$0	(\$70,429)	N/A
SHELTER GENERAL INS CO	\$0	0.00	\$0	\$0	\$60,000	N/A
NATIONWIDE MUTUAL FIRE INSURANCE CO	\$0	0.00	\$0	\$0	(\$82,406)	N/A
NATIONWIDE MUTUAL INSURANCE COMPANY	\$0	0.00	\$0	\$0	(\$74,025)	N/A
GRANITE STATE INSURANCE COMPANY	\$0	0.00	\$0	\$0	(\$186)	N/A
WESTFIELD INSURANCE COMPANY	\$0	0.00	\$0	\$0	(\$100)	N/A
PROVIDENCE WASHINGTON INSURANCE CO	\$0	0.00	\$0	\$0	(\$390)	N/A
YORK INSURANCE COMPANY	\$0	0.00	\$0	\$0	(\$2)	N/A
TIG PREMIER INSURANCE COMPANY	\$0	0.00	\$0	\$0	(\$1,000)	N/A
AGRICULTURAL INSURANCE COMPANY	\$0	0.00	\$0	\$0	(\$17)	N/A
VALIANT INS CO	\$0	0.00	\$0	\$0	\$83	N/A
AMERICAN ALLIANCE INSURANCE COMPANY	\$0	0.00	\$47,179	\$0	\$67,162	142.36
EVEREST REINSURANCE COMPANY	\$0	0.00	\$0	\$0	(\$188,983)	N/A
ZURICH AMERICAN INS CO OF ILLINOIS	\$0	0.00	\$0	\$0	\$57,624	N/A
GLENS FALLS INSURANCE COMPANY THE	\$0	0.00	\$0	\$0	(\$350,000)	N/A
FIDELITY AND CASUALTY CO OF NY	\$0	0.00	\$0	\$237,500	(\$263,140)	N/A
MARKEL INSURANCE COMPANY	\$0	0.00	\$0	\$0	\$684	N/A
AMERICAN INTERNATIONAL SOUTH INS CO	\$0	0.00	\$0	\$0	(\$86,557)	N/A
RELIANCE NATIONAL INSURANCE COMPANY	\$0	0.00	\$0	\$0	\$76,983	N/A
PENNSYLVANIA NATIONAL MUTUAL CAS INS CO	(\$8)	-0.00	(\$7)	\$0	(\$2)	28.57
ATLANTIC MUTUAL INSURANCE COMPANY	(\$169)	-0.00	(\$122)	\$0	(\$121)	99.18
TRAVELERS CASUALTY CO OF CT	(\$180)	-0.00	(\$180)	\$1,840,355	\$83,135	-46186.11
REPUBLIC INSURANCE COMPANY	(\$357)	-0.00	(\$357)	\$0	(\$1,690)	473.39
MASSACHUSETTS BAY INS CO	(\$423)	-0.00	(\$423)	\$6,667	\$6,667	-1576.12
HOUSTON GENERAL INS CO	(\$590)	-0.00	(\$590)	\$0	(\$1,820)	308.47
AMERICAN NATIONAL FIRE INSURANCE CO	(\$1,138)	-0.00	\$391	\$0	\$1,278	326.85
NORTHBROOK INDEMNITY CO	(\$6,917)	-0.02	(\$1,388)	\$0	(\$42,915)	3091.86
HARTFORD ACCIDENT & INDEMNITY CO	(\$17,480)	-0.05	(\$17,480)	\$14,802	\$30,615	-175.14
GREAT AMERICAN INSURANCE COMPANY	(\$36,646)	-0.11	(\$36,311)	\$0	(\$219,813)	605.36
LEGION INSURANCE COMPANY	(\$36,817)	-0.11	(\$36,809)	\$0	(\$35,899)	97.53
TOTAL	\$32,348,903	100.00	\$30,896,987	(\$3,050,949)	(\$24,680,574)	-79.88

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